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No. 2549.

DECEMBER 15, 1928.

Vol. CIX.

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B.P. and TECHPHENOL &
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IntermediatesACETYLSALICYLIC
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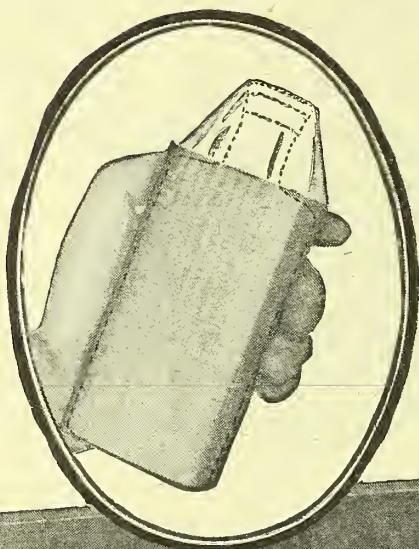
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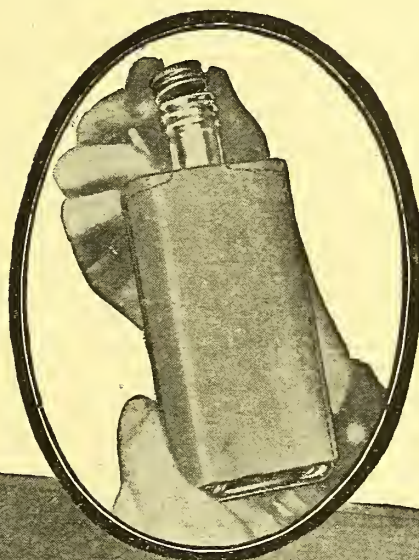
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Complete with attractive blue enamelled metal
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2 oz. "	2 "	" "
3 oz. "	1 "	" "
4 oz. "	1 "	" "
6 oz. "	6 dozen	" "
8 oz. "	6 "	" "
10 oz. "	4 "	" "
12 oz. "	3 "	" "
16 oz. "	3 "	" "
20 oz. "	3 "	" "



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INDEX TO ADVERTISERS

Acco (Munyon's Home Remedies) ..	xii	Cartwright, W. B., Ltd. (Moorland Heart Shape Tablets) ..	7	Glass Products, Ltd. (Bottles, &c.) ..	xxviii
Acoustic Supply Co., Ltd. (Hearing Appliances) ..	16	Cephus, Ltd. (Headache Remedy) ..	vi	Gollin & Co. Pty., Ltd. ("Aspro") ..	xiii
Agfa, Ltd. (Photographic Chemicals) ..	xxix	Christy, T., & Co. (Pyshan Points Tea, Grips Pastilles) ..	36-xv	Gough, Kidston & Co. (Petroleum Jelly, &c.) ..	xxi
American Hard Rubber Co. (Britain), Ltd. (Ace Combs) ..	28	Coper Laboratory (Tablets, &c.) ..	Leader Page	Gower, John (Books) ..	Col. Supp.
Armour & Co., Ltd. (Medicinal Products) ..	12	Corrugated Packing Materials Co., Ltd. (Corrugated Paper Boxes, &c.) ..	32	Graesser-Monsanto Chemical Works, Ltd. (Chemicals) ..	Cover
Association of Manfg. Chemists, Ltd. (Cover-Col. Supp.) ..	33	Cox, Arthur H., & Co., Ltd. (Honey, Glycerine and Lemon) ..	1	Grout & Co., Ltd. (Crêpe Bandages) ..	xxvi
Avery, W. & T., Ltd. (Weighing Machines) ..	15	Cussons, Sons & Co., Ltd. (Toilet Specialties) ..	25	Hall, Forster & Co., Ltd. (Vapourisers) ..	36
Ayrton, Saunders & Co., Ltd. (Wholesale Druggists) ..	v	Dalmas, A. de St., & Co., Ltd. (Liquid Paraffin) ..	xxii	Haller & Phillips, Ltd. (Glycerine) ..	xii
Bandoeng Quinine Factories ..	xviii	De, S. N. (Indian Drugs) ..	v	Hampshire, F. W., & Co., Ltd. (Snowfire Cream) ..	x
Barker, R., & Son, Ltd. (Infants' Preservative) ..	xviii	Dearborn (1923), Ltd. (Toilet Preps.) ..	20	Harper, C. W. (Bottles) ..	36
Bath and West of England College ..	36	Debaeq & Harrop (Toilet Preps.) ..	26	Henry, T. & W. (Calcined Magnesia) ..	vi
Beetham, M., & Son (La-rola, &c.) ..	20	Dee Oil Co., Ltd. (Petroleum Jelly) ..	xxii	Hindes, Ltd. (Hair Brushes) ..	28
Bell, John, Hills & Lucas, Ltd. (Pharm. Preps.) ..	xviii	Denver Chemical Manfg. Co., Ltd. ..	x	Hobson, Trimble & Co., Ltd. ..	xxiv
Bengué & Co., Ltd. (Bengué's Balsam) ..	xx	Dick, W. B., & Co., Ltd. (Liquid Paraffin) ..	xxiii	Hornor, L. A., & Sons (Drugs, &c.) ..	ii
Berdoe & Fish (Valuers, &c.) Col. Supp. ..	xxv	Dudley & Co., Ltd. (Christmas Showcards, &c.) ..	28-34	Houbigant Perfumery ..	27
Berg, E., Ltd. (Shopfittings) Col. Supp. ..	xxvi	Dupont, J., & Co. (Tooth Brushes) ..	36	Howards & Sons, Ltd. (Agotan) ..	i
Berton, Arthur, Ltd. (Sundries) ..	xxvii	Edge, Wm., & Sons, Ltd. (Movol) ..	xxiv	Hubbuck, T., & Son, Ltd. (Oxide of Zinc) ..	iii
Bertrands Odourless Pessaries, Non-Greasy ..	xxviii	Edme, Ltd. (Malt Extract, &c.) ..	xiv	Iglodine Co., Ltd. (Iglodine) ..	x
Blackwell, Hayes & Co., Ltd. (Fruit Essences, &c.) ..	x	Evans Sons Lescher & Webb, Ltd. (Pastilles) ..	13	Irving's Yeast Vite, Ltd. ..	vi
Boehm, Fredk., Ltd. (Nulomoline) ..	iv	Fairy Dyes, Ltd. (Home Dyes) ..	16	Johnson & Sons Mfg. Chemists, Ltd. (Cod Liver Oil, &c.) ..	iii
Bourjois, A., et Cie. (Warning) ..	29	Fassett & Johnson, Ltd. (Meads Plasters) ..	xxv	Josephs, Percy R. E. (Shopfittings) ..	Cover-30-Col. Supp.
Braun, H. W. (Chemical Products) ..	v	Fecher, M. J., Ltd. (Iodine Bottle) ..	xli	Josephs, Philip, & Sons (Shopfittings) ..	Col. Supp.
British Aluminium Co., Ltd. (Aluminium Containers) ..	18	Fink, F., & Co. (Gums) ..	36	Kay Bros., Ltd. (Compound Essence) ..	5
British Quain Sunlight, Ltd. ..	8	Foodstuffs, Irradiation Co., Ltd. ..	xix	Kerfoot, T., & Co., Ltd. (Vapex Inhalant) ..	17
Burge, Warren & Ridgley, Ltd. (Surgical Rubber Goods) ..	xxiv	Ford, Shapland & Co., Ltd. (Printing) ..	xvi	King, G., & Co., Ltd. (Foods) ..	35
Burkett, Sharp & Co., Ltd. (Chemicals) ..	iv	Frankenberg, L. (Razor Blades) ..	24	Kotex, Ltd. (Sanitary Towel) ..	xxvii
Burrough, J., Ltd. (Alcohol) Leader Page ..	39	Franklin, J. G., & Son, Ltd. (Soothers, &c.) ..	xxiv	Lake, H. W., Ltd. (Silk Bandages, &c.) ..	34
Burroughs Wellcome & Co. (Kepler Cod Liver Oil and Malt) ..	39	Galloway, P. H., Ltd. (Cough Syrup) ..	viii	Lautier Fils, Ltd. (Ess. Oils) ..	22
Carrick, G. W., Co. (Endocrine Products) ..	xxx	George, Ernest J. (Valuer, &c.) Col. Supp. ..	9	Lever Bros., Ltd. (Glycerine) ..	ii
Carr & Co., Ltd. (Bath Rusk) ..	xviii	Gilmont Products, Ltd. (New Mix Tooth Paste) ..	9	Lewis, H. K., & Co., Ltd. (Books, &c.) ..	35

[Continued overleaf.]



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STOCKPORT

INDEX—cont.

Lofthouse & Saltmer, Ltd. (Thermal Liniment)	xii	Parke, Davis & Co. (Bronchial Lozenges)	xi	Spencer Bros. (Puffs)	36
Lorimer-Marshall, Ltd. (Pot Pourri) ..	31	Pazo Co. (Pill Boxes)	xviii	Standard Life Assurance Co.	xxiii
Macandrews & Forbes, Ltd. (Apollo Liquorice)	iv	Peck Bros. & Winch, Ltd. (Matté Tea)	Leader Page	Standard Yeast Co., Ltd. ("Lyco" Yeast Tablets)	xiv
Marsden, C. C. (Valner, &c.) Col. Supp.		Perry & Hope, Ltd. (Phosphate of Soda)	xii	Stern, H. C. (Geisha Toilet Paper) ..	xxiv
Martin, Bob, Ltd. (Dog Medicines) ..	38	Pharmaceutical Lanoline Co.	xxi	Sterns, Ltd. (Oils, Petroleum, &c.) ..	xxi
Matthews, D., & Sons (Shopfittings) Col. Supp.		Phillips, R. W., Ltd. ("Kissinga" Pine Baths)	xviii	Sumner's Typhoo Tea, Ltd. Leader Page	
Matthews Laboratories, Ltd. (Digitals)	Leader Page	Pifco, Ltd. (Electric Lamps, &c.)	32	Surgical Hosiery Co., Ltd.	xxvi
Maw, S., Son & Sons, Ltd.	11	Plaimar, Ltd. (Sandalwood Oil)	22	Tatcho Tone Co. (Hair Preps.)	36
May & Baker, Ltd. (Chemicals) ..	Cover	Poth, Hille & Co. (Ceresine Wax) ..	xx	Templeton, J., & Co. (Klen-Grez) ..	xviii
Meade-King, Robinson & Co., Ltd. (Petroleum Jelly, &c.)	xx	Potter & Clarke, Ltd. (Wholesale Druggists)	37	Thompson, John (Wholesale Druggists, 1921), Ltd. (Liniment)	6
Meggesson & Co., Ltd. (Vitamin Malted Toffee)	Cover	Ransom, W., & Son, Ltd. (Extracts, Tinctures, &c.)	Cover	Tomlinson & Hayward, (Waterglass) ..	35-Leader Page
Midgley & Parkinson, Ltd. (Yeast Preps.)	xviii	Reynolds & Branson, Ltd. ..	Leader Page	Toogood, Wm., Ltd. (Hot Water Bottles)	24
Millar, A., & Co., Ltd. (Orange Wine)	xviii	Ridge's Food Co. (Infants' Food, &c.) ..	xvi	United Glass Bottle Manufacturers, Ltd. (Medical Bottles)	2-3
Mond Staffordshire Refining Co., Ltd. (Monsol Prods.)	ix	Rippin, A. J., Ltd. (Drugs)	ii	Wagner, R. V. (Bottle Caps)	xxviii
Mosans Quinine Pessaries	xxvi	Roberts' Patent Filling Machine Co. ..	xxix	Walden, Walden & Co. (Toilet Preps.) ..	26
Muir, W. S., & Co., Ltd. (Transparent Paper)	31	Robinson & Sons, Ltd. (Boxes) ..	18-xxix	Warrick Bros., Ltd. (Chemicals)	40
Murray, S., & Co., Ltd. (Vitreo Colloid Capping Solution)	xxviii	Roebuck's Advertising Service (Wanie Blades)	24	Warrington Chemical & Drug Co., Ltd. ..	iv
Myosotis, Ltd. (Perfumery)	21	Rouse & Co. (Opopepton, &c.)	vi	Washington Chemical Co., Ltd. (Patinton's Magnesia)	14
Napp, H. R., Ltd. ("Normacol") Cover		Rowland, A., & Sons, Ltd. (Macassar Oil)	22	Watts, J. (Safety Razor Blade Sharpener)	22
National Cash Register Co., Ltd. ..	xxii	Rudduck & Co. (Shopfittings) Col. Supp.		Webster, T., & Co., Ltd. ("Prestop" Milk Cover)	xvi
National Union of Drug & Chemical Workers	Col. Supp.	Saville Perfumery, Ltd. (Perfumery)	23	Westminster College of Pharmacy ..	36
Newbery, F., & Sons, Ltd. (Spray and Puff Bowl, &c.)	20	Schutze, F., & Co., Ltd. (Soothers, &c.)	36	Whiffen & Sons, Ltd. (Fine Chemicals) ..	Cover
Nildé (Paris) Agency, Ltd. (Toilet Preps.)	26	Scott, Adolph, Ltd. (Fancy Goods) ..	30	Whipman, P. (Italian Drugs, &c.)	v
Norwegian Cod Liver Oil	xvii	Scruton, O., & Co. (Nurse Harvey's Mixture)	35	Whitaker & Co. (Hat Dyes, Household Dyes)	4
Oppenheimer, Son & Co., Ltd. (Robo-leine)	19	Seurr, C. A. (Optical Tuition)	35	Winchester Manfg. Co., Ltd. ("Wimaco" Surgical Goods) ..	xxiv
Orridge & Co. (Valuers, &c.) ..	Col. Supp.	Shadeine Co. (Hair Dyes)	36	Yadil Products (1925), Ltd.	xii
Paine & Co., Ltd. (Malt Extract) ..	xvi	Sherborne, T., & Co., Ltd. (Surgical Appliances)	36	Zeal, G. H., Ltd. (Clinicals)	34
Parfums Marcel Guerlain, Ltd. (Perfumery)	24	Sherley, A. F., & Co. (1928), Ltd. (Dog and Cat Medicines)	34	Zeiss, Carl (London), Ltd. (Reflector Lamps)	28
		Sitora Refining Co., Ltd. (Liquid Paraffin, &c.)	xx	Zimmermann, C., & Co. (Chem.), Ltd. (Chemicals, &c.)	vii
		Smith, T. & H., Ltd. (Chemicals) ..	ii		
		Southall Bros. & Barclay, Ltd. (Celtex Towels)	10		

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Supplied to all 1st and 2nd League Football Clubs

Copies of testimonials sent on application.

Look to your stocks of this effective and time-tested remedy for all aches and pains.

This is the time to display it, and no article can be better displayed on your counter or in your window. It is a first-class pharmaceutical preparation—attractively labelled and cartoned—and you will find it brings repeat business. A line you can recommend with confidence.

Retails 1/3 and 3/- Wholesale 11/- and 27/- doz.

(IN GROSS LOTS, 1 dozen bonus.)

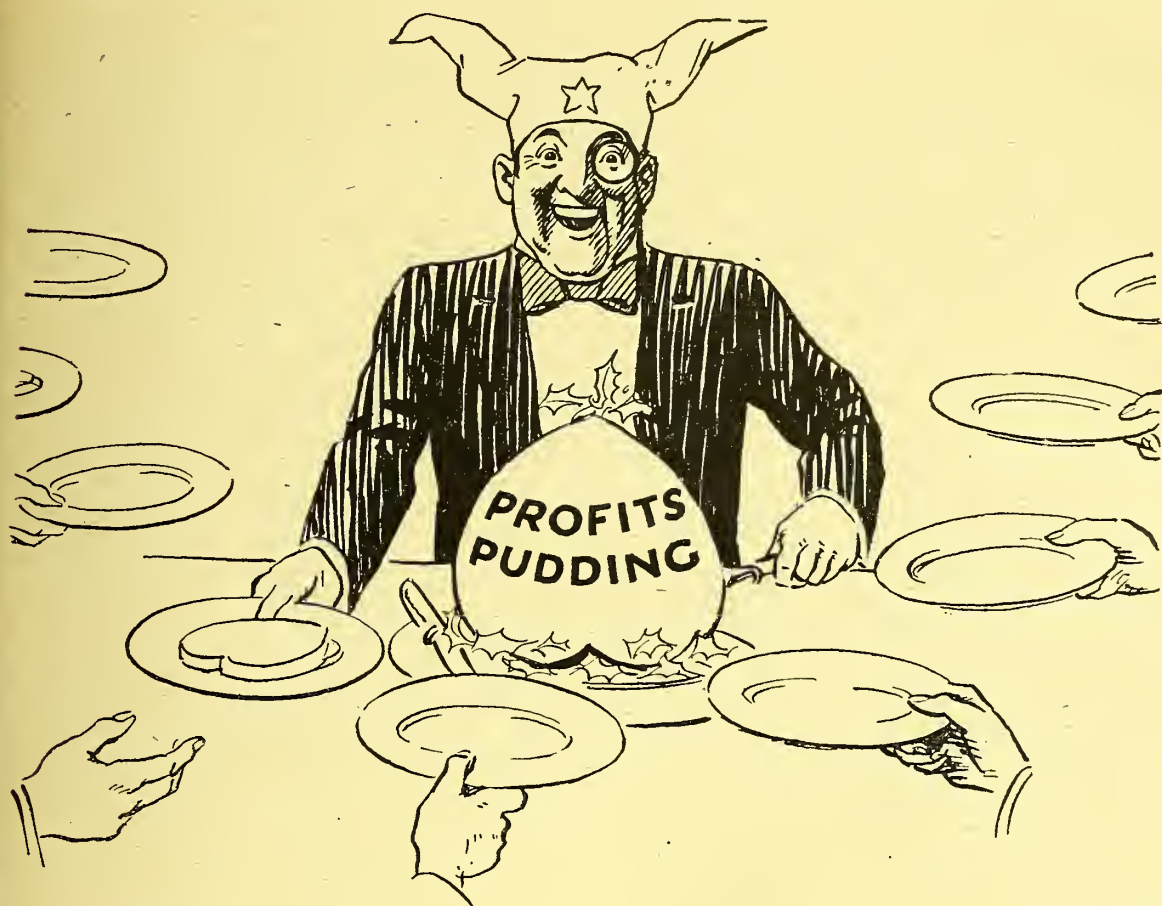
SPECIAL DISPLAY STAND AND ADVERTISING MATTER
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Duke St., Liverpool

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Telegrams: "Drugs, Liverpool."



Come along, boys!

Pass up your plates—there's heaps of goodness in this year's "plum." Heaps of it to keep pace with a good and regular sales appetite

★

The best of ingredients have again secured a record sale for the "Moorland Plum." And "Mr. Moorland's" thanks are due to all his friends for such splendid support during the year that is about to close.

W. B. CARTWRIGHT LTD. RAWDON NR. LEEDS



Sell Sunshine!
The **5** outstanding points of a Retail Agency are:—

QUAIN
SUNLIGHT BATH

- 1** Preferential Discount of 25% and 5%. All goods carriage free.
- 2** All private enquiries from your district sent to you immediately upon receipt. Thanks to extensive Advertising these are becoming increasingly numerous.
- 3** Your name prominently displayed on the Quain film which will be shown for at least a week in a good-class Cinema in your town.
- 4** Participation in our Hire Purchase arrangements—whereby you make immediate profits without being in any way responsible for payments.
- 5** Full support in all individual publicity efforts, including generous supply of showcards, literature and canvassing facilities.

"BRITISH QUAIN, SUNLIGHT, LTD., 20-21 LAURENCE POUNTNEY LANE, E.C.4."

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**FOR CLEANING AND
PRESERVING THE TEETH**

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Large spaces have been regularly booked and the public are being educated as to the beneficial effect of NEW MIX, the fruit juice dentifrice, as compared with the harm caused by using tooth-paste containing Soap, Grit and Drugs.

The popularity of NEW MIX increases daily.

TWO SIZES

1/6 & 2/-



**NEW
MIX**

**ADVOCATED
BY
DENTISTS
DOCTORS
AND
SCIENTISTS.**

**ADOPTED
BY
THE
PUBLIC.**

**NATIONALLY
ADVERTISED**

GILMONT PRODUCTS, LTD.
35 CRUTCHED FRIARS
LONDON, E.C.3

SOUTHALLS'

"CELTEX" TOWELS

**Size 0 and Size 1
may now be obtained in**

6^d. PACKETS

	TRADE	RETAIL
SIX SIZE 0	4/5 PER DOZ. PACKETS	6^d.
FIVE SIZE 1	4/5 PER DOZ. PACKETS	6^d.

PRICES FOR 'CELTEX' IN PACKETS OF 1 DOZ.

SIZE 0	8/9	Gross	1/-
„ 1	10/4	„	1/2
„ 2	13/2	„	1/6
„ 3	17/7	„	2/-

English Made Throughout and English Owned
PLEASE OBTAIN FROM YOUR WHOLESALE HOUSE

Maw's Page

Quid pro quo.

To formulate and to maintain a definite policy in the face of the difficulties which constantly arise in ordinary business routine needs considerable moral courage.

When this policy definitely associates the interests of a firm with those of a restricted circle of customers, and to adhere to the policy frequently means actual loss of business, the need for courage is even greater.

The policy of the House of Maw recognises that the interests of the firm are identical with those of the retail pharmacist. Therefore Maw's goods are restricted to pharmacists only. Loss of business, or any other consideration, does not affect this policy. Whatever the cost the House remains loyal to pharmacy and the pharmacist.

Commercial success based on such a foundation is, of course, impossible unless the policy is appreciated and reciprocated.

Therefore, we feel that it is permissible occasionally to remind the pharmacist and to point out that when he buys from Maw's, not only is he supporting a firm which fosters his best interests, but also that he is helping to safeguard the future of pharmacy.

*Compare prices and values—
then buy it from Maw's.*

S. Maw, Son & Sons, Ltd.,
Aldersgate St., London,
and Barnet.





**SUPREME,
ACTIVE,
DEPENDABLE.**

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LIVER**

**ORCHITIC
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**OVARIAN
PARATHYROID**

PITUITARY

**(W. G. Anterior and
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**SUPRARENALIN
THROMBOPLASTIN**

THYMUS

THYROID

**AMPOULES, TABLETS,
CAPSULES, LIQUORS,
POWDERS.**

*Every process from Pen to finished
product controlled in the*

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LABORATORIES**

WRITE FOR THE **GLANOID** 1928 PRICE LIST.

The activity of Glandular products is dependent upon treatment and manufacture immediately after killing. We, with the exceptional facilities at our command, can give you such preparations.

**A CORNER OF THE
NEW ARMOUR RESEARCH LABORATORY**



The Armour Laboratory is designed solely to develop and carry to a state of perfection those animal products provided by our abattoir in plenty, and which, in their finished condition, are important therapeutic agents.

**LABORATORY DEPARTMENT
ARMOUR AND COMPANY
LIMITED
QUEEN'S HOUSE KINGSWAY
LONDON, W.C.2.**

TELEGRAMS: "ARMOSATA-WESTCENT," LONDON.

TELEPHONE: HOLBORN 6921.

Danger!

He was snuffling

She was snuffling

there was a draught were YOU protected?

Little ills grow to 'big ills.
Sneezing, snuffling and
huskiness are danger signals.
Don't neglect them. Protect
yourself with an Evans' Pastille
whenever you mingle with a crowd.
Buy a shilling tin from your chemist
TO-DAY.

EVANS'
THROAT
Pastilles

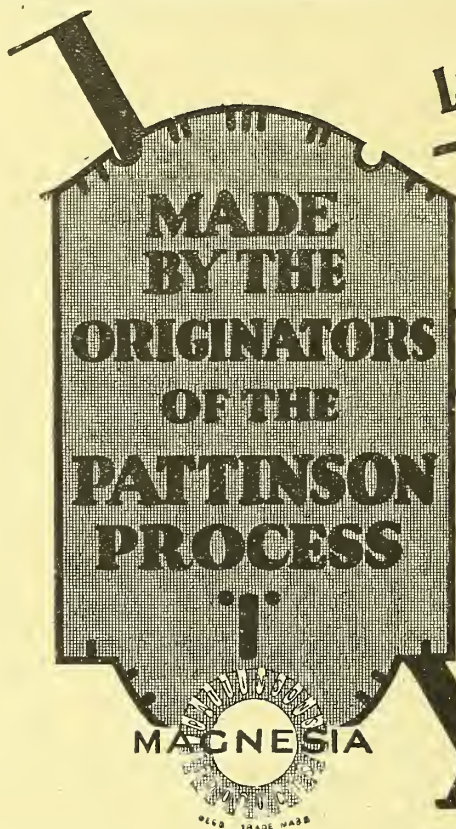
Your guarantee in Throat Hygiene. Made by
Evans Sons Lescher & Webb, Ltd., Liverpool.

1/- PER TIN

Our advertising in the National and Provincial press, as is shown above, is now in full swing on a large scale. Have you ordered YOUR stock and taken advantage of our special bonus offer?

Evans'

EVANS SONS LESCHER & WEBB, LTD.
LIVERPOOL & LONDON



Light Carbonate of Magnesia

Ponderous
Carbonate of Magnesia

Light Calcined Magnesia

Ponderous
Calcined Magnesia

Fluid Magnesia

Mist. Magnes. Hydrox.

Your Guarantee
of

88 YEARS RESEARCH

in the manufacture of Pharmaceutical Magnesia

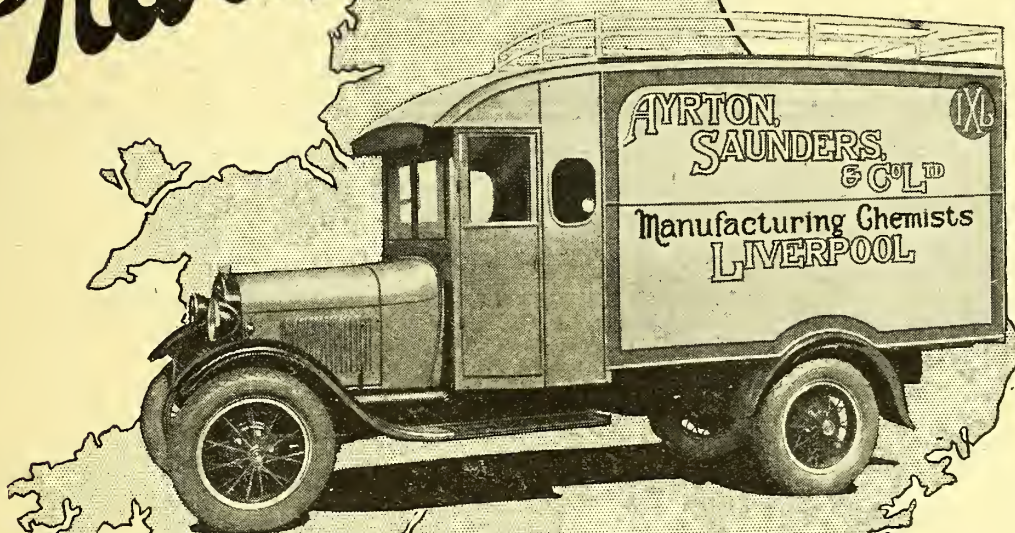
Throughout this long period the Magnesia manufactured by the Washington Chemical Co., Ltd., has occupied the premier position throughout the world by reason of its purity, lightness and consistency.

*Buy from the originators
and avoid all imitators-*

THE WASHINGTON CHEMICAL CO. LTD.

Washington Station, County Durham, Eng.

Ayrton's— Everything Pharmaceutical



Everywhere

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MICROPHONE.

HEARING APPLIANCES for the **DEAF**

"SONOR"
RECEIVER
(Actual Size).

A profitable agency for Chemists

This is a sound business proposition for any Chemist who:—

1. *Has a private testing-room.*
2. *Time to give personal attention to clients.*

We are exclusively wholesale and supply the smallest, least conspicuous and most effective hearing appliances (electrical and non-electrical) ever produced.

You are at liberty to fix your own selling prices. You are under no restrictions and will have no competition, as only one Chemist in your district will be appointed.

All enquiries from your district would be sent to you and also clients under the National Health Insurance (additional benefit scheme).

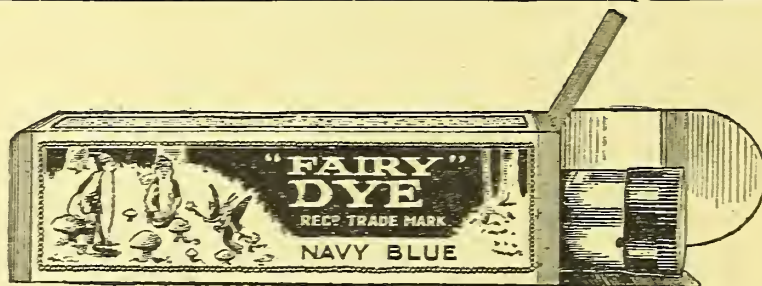
Here you have a sure selling and business building proposition. Avail yourself of this golden opportunity for making more money by writing to-day for the fullest particulars. Special arrangements for London and Suburban Chemists.

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"Sonor" (Reg.) miniature and other models are obtainable only from the sole Manufacturers and Distributors—

THE ACOUSTIC SUPPLY CO., LIMITED

3-4 EDEN STREET, LONDON, N.W.1



FAIRY DYES

Mean Greater Turnover for You—and Absolute Satisfaction for Your Customers.

THERE is no more attractive line on the market to-day—there is no better seller—and no article has made larger strides in popular favour.

FAIRY DYES

are now sold in glass tubes, encased in smart, clean-looking "safety-first" cartons. They are retailed at 2d. each, made in 25 popular shades and colours, and are extensively advertised in the right publications.

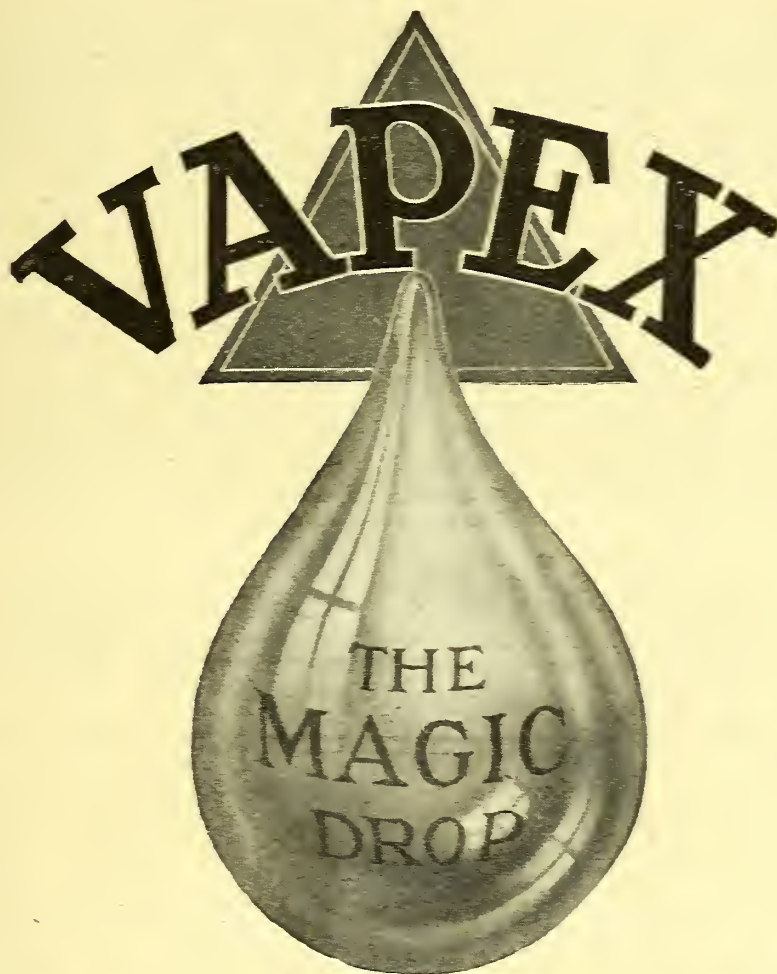
You can rely upon Fairy Dyes—for prompt delivery in any quantities—for fresh stocks—for quick, easy-to-handle, clean turnover, and as tried favourites your customers are always satisfied. See that you are supplied without delay.

For Trade Terms and particulars write to

FAIRY DYES, LTD.

61 WELL ROAD,
GLASGOW.

London Depot - - - 292 UPPER STREET, ISLINGTON, N.1.



A FINAL REMINDER !

There are only a few days left in which you will be able to take advantage of the "VAPEX" Window Display Terms. The special offer closes definitely on December 31st.

Please send in your order NOW before you forget !

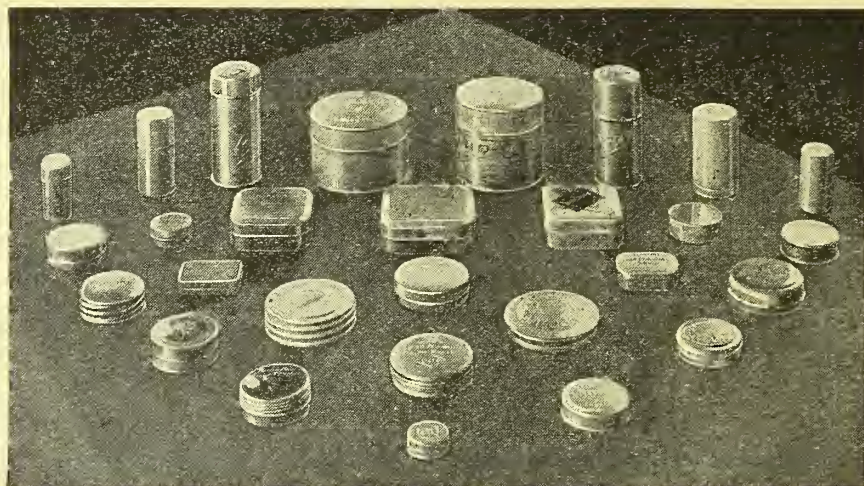
To EXPORT BUYERS—All orders and enquiries should be addressed to our Sole Export Agents
Wm. ALFRED JONES Ltd., West India House, Liverpool.

THOMAS KERFOOT & CO LTD
BARDSLEY VALE, LANCASHIRE
& Bardsley House, London, N1
ESTABLISHED 1797.

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Bright, matt or tinted;
plain, stamped or printed

ILLUSTRATION BY COURTESY OF



JOHN DALE MANUFACTURING CO., LTD

There is no lack of variety with

Aluminium Containers

THE BRITISH ALUMINIUM COMPANY, LIMITED, Aluminium Producers, ADELAIDE HOUSE, LONDON, E.C.4.



ROBINSON'S of
CHESTERFIELD
for
CARDBOARD
BOXES

ROUND · OVAL · SQUARE · FOLDING

ROBINSON & SONS LTD.
CHESTERFIELD & LONDON



"SAMPLING" BOXES

Illustrated above are a few of our "Sampling" Boxes.

These little boxes are very neat indeed and are fitted with self-sealing lid which can be supplied either in the dredger type or plain.

Send for samples and prices.

ROBINSON & SONS, Ltd.

Manufacturers of ROUND, OVAL, SQUARE AND FOLDING
CARDBOARD BOXES,

CHESTERFIELD

£6 of ROBOLEINE for £5

Any chemist who undertakes to make a fortnight's window display of Roboleine and places an order for £5 net value (made up in any sizes) will receive an additional £1 worth free, together with a supply of samples, literature and display matter. The consignment will be sent carriage paid, in a free case.

Roboleine has no opposition to overcome. It has been on the market 22 years and has an established position with Doctors and with the public. And this winter it is being advertised as never before, in all the great national dailies, in the leading provincial newspapers and in a long list of Women's papers. 127,684,000 large advertisements will appear between the beginning of October and the end of April.

Roboleine is going to be a best-seller this winter. Now is the time to make sure and get a good share of the increased trade.

Roboleine

CONCENTRATED NOURISHMENT
IN EVERY SPOONFUL

MERCOLIZED WAX

— : for the Complexion : —

and

STALLAX

— : a Shampoo : —

TWO substantial and well-advertised lines which show a handsome profit to the Retailer, and, moreover, may be stocked fearlessly owing to the Manufacturers' most liberal Sale or Return Guarantee.

Both are obtainable in two sizes, and their reputation and sterling value assure a steady turnover.

Order through your Wholesaler, or direct from:

DEARBORN (1923) LIMITED
37 GRAY'S INN ROAD, LONDON, W.C.1.

CHRISTMAS A DAINTY GIFT

THAT WILL PLEASE ANY LADY

SPRAY
AND PUFF
BOWL

Packed in
Attractive
Presentation
Case



ASSORTED
SHAPES AND
COLOURS

4/6
PER CASE

"NEWBERYS"
(F. NEWBERRY & SONS LTD)

CHARTERHOUSE SQUARE
LONDON, E.C.1

CARDIFF
CRICHTON PLACE

LIVERPOOL
COLLEGE LANE

Winter's Best Seller
which shows a handsome profit.

Farola

Well advertised and sold in
all parts of the World.

Special Display Terms
for Mixed Parcels.

Write to—

M. BEETHAM & SON
DEPT. C.D. CHELTENHAM.



Distinguished Preparations for Exclusive Stores

Myosotis

Myosotis Fascinating Handkerchief Puffs

in exquisite Pastel Shades. Puffs for Open Powder Bowls. Back Puffs.

These puffs are selected by an expert and the slightest imperfection is refused.

Myosotis Exclusive Beauty Preparations (Perfected)

LEMON CREAM. A beautifully soft Cream for massage. It cleans the pores, whitens and refines the texture of the skin.

LAVENDER SKIN FOOD. Of peerless purity, this cream nourishes the skin and removes lines.

FOUNDATION CREAM. An unrivalled preparation, suited to the most delicate skin, it retains the powder indefinitely.

These superlative productions have created an outburst of approval from all the leading and discriminating experts. Only the purest ingredients used in their manufacture. No substitutes of any kind employed.

Myosotis Perfumes. With the haunting fragrance which attracts distinguished clients and brings them to your store again and again.

Val Fleuri. An exquisite Perfume—its description is indefinable.

Gardenia. Myosotis alone has captured the soul of the Gardenia.

Merveilleuse, Wallflower, Lilas, Lily of the Valley.

Each exquisite crystal glass bottle imprisons the soul of the name of the flower.

A Myosotis display creates a new and distinguished clientele for every alert Chemist. Our carefully planned advertising campaign continues in the leading periodicals appealing to discriminating buyers. Attractive Brochure and Terms posted immediately on request.

Myosotis

Telephone No.: 5083 MAYFAIR.

7 Hanover Square, London, W.1

PLAIMAR

(Regd.)

SANDALWOOD OIL

DISTILLED BY

PLAIMAR,
LTD.,
PERTH,
W.A.



TO
PROTECT
YOURSELF AND US
—LOOK FOR
THE PLAIMAR SEAL
ON EVERY
TIN.

Pronounced therapeutic-
ally equal to Oil of
Santalum Album and
physiologically superior

LIMITS OF ANALYSIS:

Sp. Gr. @ 15.5°		0.968 to 0.975
Opt. Rotation D_D		-4° to -16°
Alcohol as Santalol		90% to 95%
Solubility in 70% Alcohol		1 in 3 to 1 in 6 Vols.

EUROPEAN AGENTS:

MAXWELL, PLAISTOWE & Co., LTD.
8 OLD JEWRY, LONDON, E.C.2.

Telephone: Central 5859.

Telegrams: "Azucena, London."

Paris Address: ETABLISSEMENTS PLAISTOWE, 11 bis, Rue Volney.

Established 1795.

LAUTIER FILS

Works: GRASSE (France) & BEYRUT (Syria).

Essential Oils and Synthetics.
All Raw Materials for Perfumery.

Olive, Peach Kernel, Sweet Almond Oils
Floral Waters.

Sole Agents for:—

PAOLO VILARDI Messina Oils:

Lemon, Bergamote, Sweet Orange, etc.

S.A. FLORFE Spanish Oils:

Spike Lavender, Rosemary, Thyme, Pennyroyal, etc.

C. MINTCHEFF & KETCHEDJIEFF

Otto of Rose. Bulgarian.

Wholesale and Export only.

LAUTIER FILS, Ltd., 4 Denman St., London Bdg., S.E.1
Tel. Add: "Lautiert, Phone, London." Telephone: Waterloo 1601/2

For 135 years

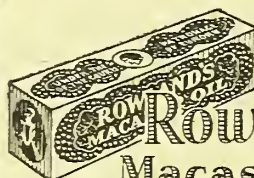
Rowland's Macassar Oil has been a favourite dressing for the hair. It keeps the hair healthy, and prevents the encroachment of greyness and baldness.

Of all Wholesalers.

RETAIL

3/6, 7/- & 10/6

P.A.T.A.

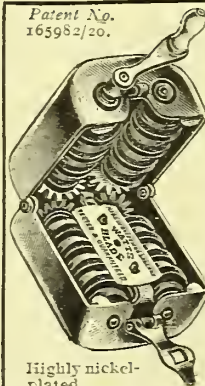


Rowland's
Macassar Oil

Red for
dark hair
Golden
for fair or
grey hair

A. ROWLAND & SONS, Ltd., 112 Guilford St., London, W.C.1

Patent No.
165982/20.



A REMARKABLE BRITISH INVENTION
THE

"SPIRO"

SAFETY RAZOR BLADE SHARPENER

Every user of the "Watts" Safety Razor
Blades is a potential purchaser.

—STRONG AND SIMPLE—

No troublesome fixing. Drop blade on
two pegs, close box, turn handle and
—get a super-keen blade in a moment.—

Retails at 21/- each.

Suitable for any Gillette Type or
Watts Auto Strip Type Blades.

Allowing 50% profit on cost for the dealer.

Sole Manufacturer:

JOHN WATTS, Lambert Works, SHEFFIELD.

London Office & Showroom:

18 Soho Square, W.1. Phone: Gerrard 1306

Highly nickel-
plated.

Service

Messrs. SAVILLE PERFUMERY LIMITED
have pleasure in announcing that the special
measures adopted to cope with the unpre-
cedented rush of Xmas orders for

Saville's

June

Perfumery Series

have met with pleasing success.

ALL ARREARS OF ORDERS HAVE NOW
BEEN CLEARED FROM OUR WARE-
HOUSE, AND FROM THIS DAY WE
CAN CONFIDENTLY PROMISE OUR
USUAL PROMPT DELIVERY

THIS IS TO BE A

June XMAS

ARE YOUR STOCKS ADEQUATE
TO MEET THE DEMAND?

SHOW MATERIAL will be sent promptly on receipt of postcard

SAVILLE PERFUMERY LIMITED - WATFORD, Herts.

'Phone : WATFORD 1190.

Telegrams : PERFUMERY, WATFORD.



English Made
**MOULDED
 RUBBER
 HOT WATER
 BOTTLES**

Reinforced



No. 4914

10X8	...	...	39/=	doz.
12X8	...	...	42/=	"

**PACKED EACH
 IN SHOW BOX**

STOCKED BY

WILLIAM TOOGOOD

LIMITED,

**77 SOUTHWARK STREET
 LONDON, S.E.1**

Parfum
**MASQUE
 ROUGE**
 (red mark)

*Alluring, Fragrant,
 Subtly Clinging*

**MASQUE
 ROUGE**

IT PAYS TO DISPLAY THE

MASQUE ROUGE RANGE OF
 PARFUM AND FACE POWDRE

Parfums Marcel Guerlain

LIMITED

REGENT ARCADE HOUSE,

252-260 REGENT ST., LONDON, W.1

Wires: Masgrouge, London.

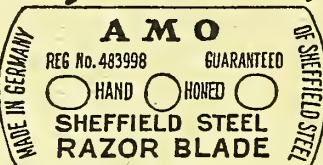
Tel.: Gerrard 4714

Factory—Suresnes, Paris

No Connection with any Firm of Similar Name.

Nothing "As good as really" **FREE**
 Else!

than the
 Blade you
 have been
 looking
 for



3 doz. Blades
 with each
 Gross
 ordered.

"Good Blades can be" **8/-** Per
 Gross
 FREE TESTING SAMPLE UPON REQUEST. POST PAID.

ORDER NOW—IT PAYS BEST—GIVE "AMO" A TEST

L. FRANKENBERG, 125 Houndsditch LONDON, E.1

ESTD. 15 YEARS

TEL. AVENUE 8846



A
**KEEN
 BLADE**
 AT A
**KEEN
 PRICE**

The Blade that SELLS as it SHAVES—
"LIKE GREASED LIGHTNING!"

Obtainable from all Leading Wholesalers.
 Inquiries from Genuine Wholesalers only are Invited.

Dept. C.D. "Wanie" Distributors:
 c/o ROEBUCK'S ADVERTISING SERVICE
 Salisbury Square House, Salisbury Sq., Fleet St., London, E.C.4



There is no better —

baby powder than "White Cross"—nothing that is smoother or purer, or more grateful to tender skins. There is no more profitable baby powder than "White Cross"—nothing that brings the same proportion of repeat business yielding a protected profit of over 40% to the Pharmacist.

Cussons' WHITE CROSS BABY POWDER

is sold in large dredger tins at 10½d. (P.A.T.A.)

Trade price 6s. doz. Packed in beautifully lithographed display cartons of 1 dozen.

FREE SAMPLE

If not already stocked write for free sample tin (full 10½d. size) and form your own opinion.

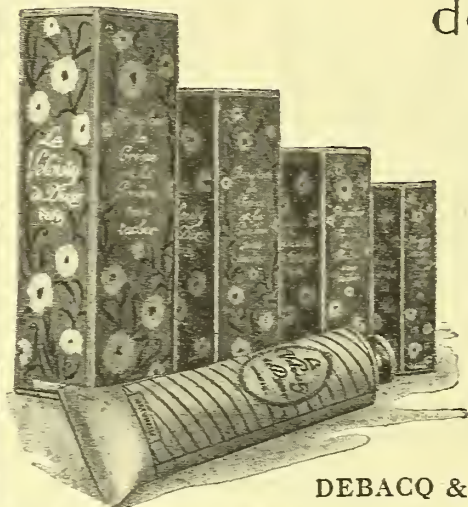
Cussons

KERSAL VALE, MANCHESTER

The original combined Cream and Powder

la **VELOUTY**

de **DIXOR** Paris



The advertised line that you are asked for.

NOW ON P.A.T.A.

Samples free upon receipt of trade card or billhead.

PRICES :—Full size pot -	21/- doz.	RETAIL	2/9
Super tube -	22/- "	"	3/-
Large tube -	14/- "	"	2/-
Medium tube	7/- "	"	1/-
Handbag tube	3/- "	"	6d.

Made in four shades :

WHITE, IVORY, NATURAL and OCHRE.

*Obtainable from your regular Wholesaler or direct from the
Sole British Agents:*

DEBACQ & HARROP, 68 Newman St., Oxford St., London, W.1

A new Nildé sifter box

(HANDBAG SIZE)

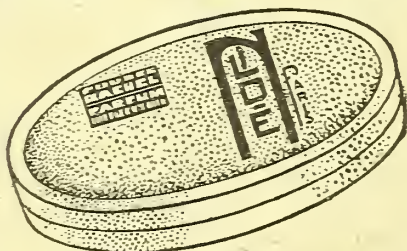
Modernised and improved, this extra flat sifter box with puff is of new design outside and in, leak-proof, and the powder cannot patch or break. It contains as much powder as the well-known red and gold striped box, perfumed with our new creation, l'Île Heureuse.

33¹/₃%

discount off
selling price.

In 7 shades :—
rachel, naturelle,
ocre rosé, rose,
basanée,
indienne,
blanche.

1/-
P.A.T.A.



Distributed in
the U.K. by **BROOKS & Warburton, Ltd.**
40-42 LEXINGTON STREET, W.1.

AEROFUME

Regd.

Germicide, Disinfectant, Deodorant

"AEROFUME"
is now in great
demand, and
it is highly
recommended
by most of the
leading
authorities for use
in the home as a
safeguard against
contagion and
infection.



INVALUABLE AS
A DEODORANT

*The efficiency of "Aero-
fume" is certified by
The Clinical Research
Association, London.*

IN BOTTLES—2/3, 3/6, 6/3, also
complete with Spray 5/6 (essilus.)
subject to 33 %.

Obtainable from all usual wholesalers or from :

WALDEN, WALDEN & CO.
15 Grape St., New Oxford St., W.C.



XMAS TRADE

There is still time to order Perfumes suitable for
Christmas Gifts:

	Retail Prices.		
QUELQUES FLEURS	21/-	42/-	82/-
LA BELLE SAISON	—	—	50/-
SUBTILITÉ	—	21/-	42/-
SUBTILITÉ (fancy bottle Buddha)	—	—	35/-
IDEAL	20/-	40/-	75/-

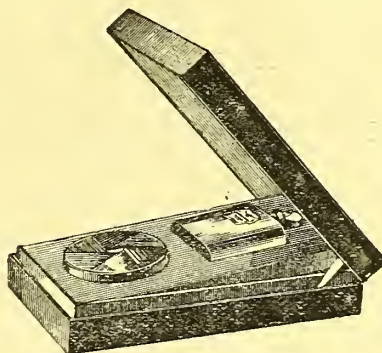
All in cut-glass bottles contained in silk-lined Cases.

Special Coffrets (as illustrated), in Suede—silk lined

	Retail Prices.
PERFUME AND COMPACT POWDER	16/-
PERFUME, COMPACT POWDER AND LIPSTICK	18/-
PERFUME AND VANITY CASE	18/-

All in Quelques Fleurs Perfume.

SEND FOR SUPPLEMENTARY LIST
OF ALL ARTICLES SUITABLE
FOR CHRISTMAS GIFTS.

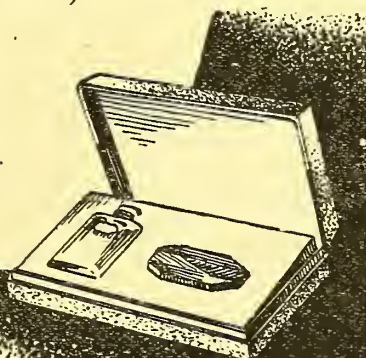
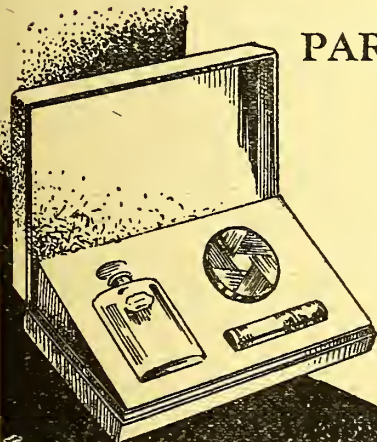


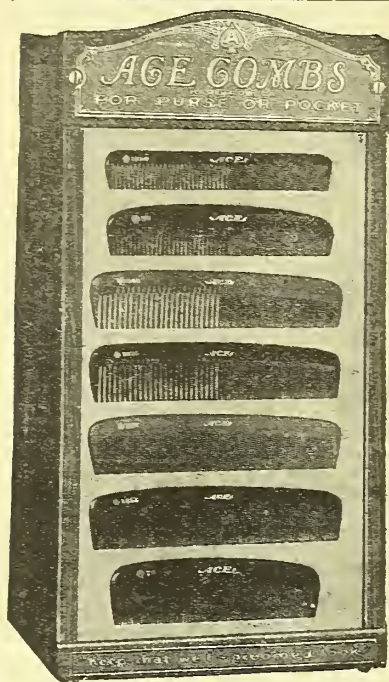
PARFUMERIES DE PARIS, LTD.

ACTON, LONDON,
W.3

Tele. No.: Chiswick 1525 (3 lines).

Telegrams:
"Pariparfum, Act., London."





The illustration on right shows rear view of cabinet. Wooden drawers provide easily accessible storage immediately behind the styles shown in the front. The show specimens as seen in the front view of cabinet are mounted on a gold background under glass. Occupies little room on counter; height $12\frac{1}{2}$ ins., base $4\frac{1}{2}$ by $6\frac{1}{2}$

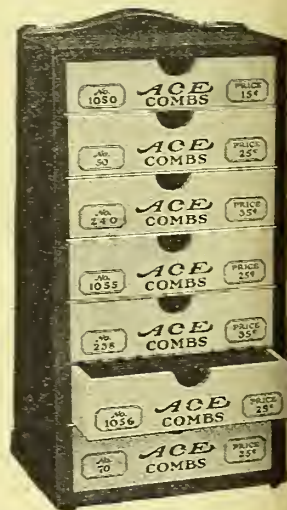
Sell these fine quality "ACE" Combs for purse or pocket SHOWCASE FREE WITH ORDER

Start in on this profitable line. Fine quality combs made of ebonite—flexible, non-inflammable, brilliant hard finish. Supplied in seven styles, each with case. The ingenious showcase is free with your first order. It is permanent and not cumbersome. Re-fills can be put into the drawers at the rear. It contains seven dozen combs besides the free show samples. These come to you at $6\frac{1}{2}$ d. each, $45/6$ the lot, and 5% discount for cash. They are easily worth a 1/- each to your customers. Supplied complete with counter cut-out and window-strip showbill.

Enquiries solicited from Buying Agents.



Direct from: American Hard Rubber Co. (Britain),
Ltd., 13a Fore Street, E.C.



6308

X Sale Tickets Posters & Slips

Send for our
fully illustrated List
No. CD/1100 in colours
free on mention of the
"Chemist and Druggist."

DUDLEY & COMPANY, LTD.
451 HOLLOWAY ROAD, LONDON, N.7

City Showrooms: 65-66 Fore Street, E.C.2

ZEISS REFLECTOR LAMPS

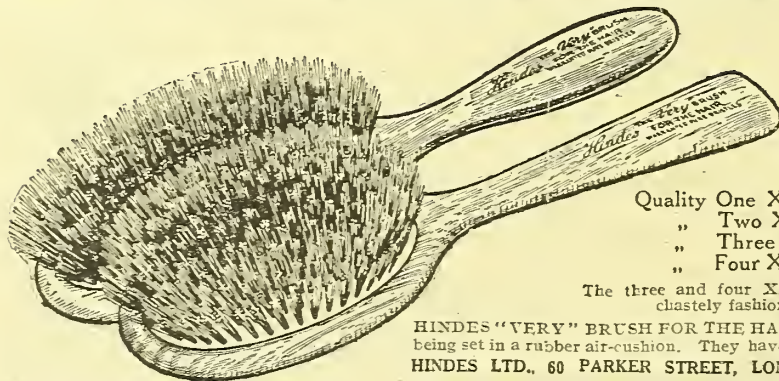
mean MORE LIGHT
for LESS CURRENT

due to their silvered-glass stepped parabolic reflectors. There are Zeiss Lamps specially designed for shop lighting. May we advise you as to their use in your shop?

Please write for List B.79 from the
British Representatives:

CARL ZEISS (LONDON) LTD.

WINSLEY HOUSE, Wells Street, Oxford Street, LONDON, W.1



HINDES "VERY" HAIR BRUSH

Quality One X	Sold at 7/6d. each.	TRADE PRICE 33 1/3%
" Two XX	" 10/6d. "	
" Three XXX	" 15/- "	
" Four XXXX	" 18/6d. "	

The three and four XXXX grade is made in Ebony or Rosewood, chastely fashioned in both oval and circular bodies.

HINDES "VERY" BRUSH FOR THE HAIR is guaranteed pure bristles, the multiple tufts being set in a rubber air-cushion. They have been known to the trade for nearly 40 years.
HINDES LTD., 60 PARKER STREET, LONDON, W.C.2. Works: BIRMINGHAM

WARNING

The word "Ashes" is the Registered Trade Mark No. 468,463 of A. Bourjois et Cie. for perfume and certain other perfumery goods.

Legal proceedings will be taken against all persons selling or offering for sale perfume or such other perfumery goods not of their manufacture under any name or title containing the word "Ashes."

In the High Court of Justice.

Chancery Division.—Mr. JUSTICE CLAUSON.

Tuesday the 27th day of November 1928.

BETWEEN PAUL LEHMANN WERTHEIMER and PIERRE JULES WERTHEIMER trading as A. BOURJOIS ET CIE and A. BOURJOIS ET CIE LIMITED - - - - Plaintiffs
AND
ALFRED COOK - - - - Defendant.

Upon Motion for an Injunction this day made unto this Court by Counsel for the Plaintiffs and UPON HEARING the Defendant in person and UPON READING the Writ of Summons issued 20th November 1928.

And the Plaintiffs by their Counsel and the Defendant in person consenting that the said Motion should be treated as a Motion for Judgment.

And the Plaintiffs by their Counsel consenting and the Defendant personally submitting to this Judgment.

THIS COURT DOTH ORDER that the Defendant his servants and agents be restrained from infringing the Plaintiffs' registered Trade Mark No. 468,463 by selling offering or exposing for sale any perfume not of the Plaintiffs' manufacture or merchandise under the title "*Ashes of Roses*" or under any other title containing the word "Ashes" and from passing off or attempting to pass off or enabling or assisting others to pass off any perfume not of the Plaintiffs' manufacture or merchandise as or for the perfume of the Plaintiffs manufacture or merchandise by use of the title "*Ashes of Roses*" or any other title calculated to deceive or otherwise howsoever.

AND IT IS ORDERED that the Defendant do pay to the Plaintiffs their costs of this action up to and including this Judgment such costs to be taxed by the Taxing Master.

AND IT IS ORDERED that the following Inquiry be made that is to say—

1. An Inquiry what damages (if any) have been sustained by the Plaintiffs by reason of the infringement by the Defendant of the said Trade Mark.

AND the costs of the said Inquiry are reserved. AND the parties are to be at liberty to apply.

Bourjois

PARIS

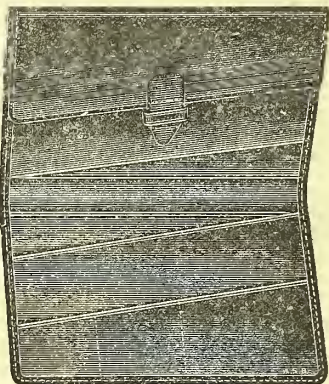
A. BOURJOIS ET CIE., LTD.,

4, Water Lane, Blackfriars,

LONDON, E.C.4

PARIS — NEW YORK — SYDNEY — WELLINGTON.

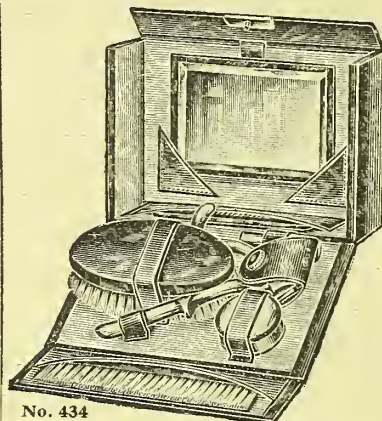
Everything for your Fancy Goods Dept.!



No. 620

Ladies' Handbags,
Wallets,
Dressing Cases,
Brush Cases.

Toilet Sets in
EBONY,
TORTOISE SHELL
E.P.N.S.,
Silver or Gold, etc.



No. 434

GREAT VARIETY SHOWN IN OUR NEW CATALOGUES
SEND FOR YOUR COPIES

ADOLPH SCOTT Ltd. ^{23 to 26} Gt. Hampton St. Birmingham

TELEPHONE: NORTHERN 2502-3 (2 lines).

TELEGRAMS: "ADOLPH, B'HAM."

PERCY R. E. JOSEPHS (*Shopfitter & Showcase Maker*) 68 OLD ST., 1/5 TILNEY COURT & 125 LEVER ST., LONDON, E.C.1

PHONE: CLERKENWELL 0929.

TELEGRAMS: "PERSIJOSEF (BARB.), LONDON."

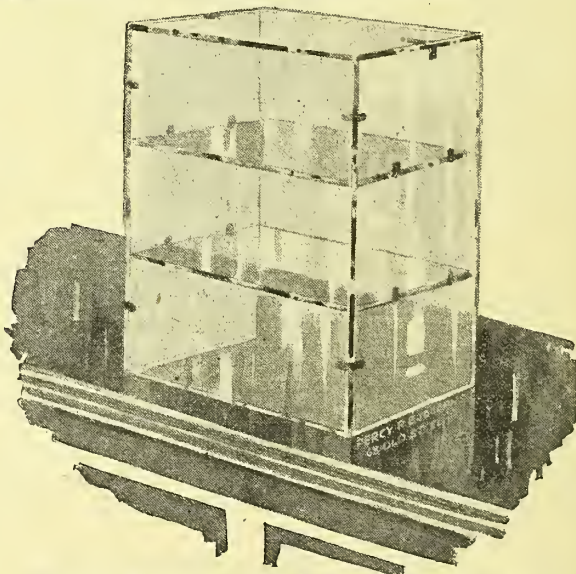
AN IDEAL

SILENT SALESMAN

ALL GLASS, NO WOOD

AND

ALL EDGES POLISHED
EXACTLY as ILLUSTRATION



HEIGHT	WIDTH	DEPTH	PRICE
20"	13"	8"	50/-
24"	15"	10"	72/-
24"	24"	10"	85/-
30"	18"	12"	95/-
30"	20"	15"	105/-
32"	21"	15"	125/-
34"	24"	18"	145/-

This Case 20" high, 13" wide, 8" deep, in Polished Edged Plate Glass. 50/-

THESE PRICES INCLUDE PACKING & DELIVERY IN THE UNITED KINGDOM.

Ye Olde Pot Pourri

*A blend of the
choicest flowers
of lasting
fragrance.*

**LORIMER-
MARSHALL**
LIMITED



*Various size
jars of assorted
design from
15/- Dozen*

**12 Tower Hill
E.C.3**

Telegrams: "LORIMARSCO, BILGATE, LONDON."

Telephone: NEW CROSS 2119.

**SUPPLIED IN
ANY SIZE
TO ORDER**

**STOCK
KEPT IN
LONDON**

Sidac



SOCIÉTÉ INDUSTRIELLE DE LA CELLULOSE
SOCIÉTÉ ANONYME

SIDAC SILVERINE INSOLUBLE TRANSPARENT PAPER

SUPPLIED IN WHITE AND COLOURED, EMBOSSED OR PRINTED.

**TOOTH BRUSH ENVELOPES. SPONGE BAGS,
BLOCK BOTTOM BAGS, &c.**

"Like a Film of Flexible Glass it Protects and Beautifies."

SOLE AGENTS:

W. S. MUIR & Co. Ltd., 83 Upper Thames St., London, E.C.4

Telephone: CITY 6164, 0667.

Telegrams: "SWAMUIRSTA, PHONE, LONDON"

FLASHLIGHTS SELL EASILY—PROFITABLY



Here is a profit line for you this winter, quick selling, and trouble free.

Everybody needs a flashlight. Get YOUR SHARE of this business.

Write to-day for new complete catalogue of the most extensive range of Torches, Pocket Cases, Bulbs, and Batteries in the trade.

High-Power Batteries, with a 12 months' guarantee - 3/6 dozen.

Torch Cases - from 4/- dozen.

Pocket Cases - from 3/- dozen.

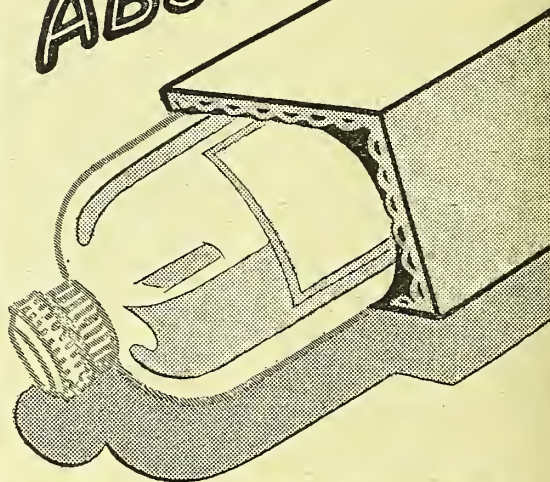
Hand Lamps - 9/- dozen.

Send a P.C. with your heading.

SELL FLASHLIGHTS

PIFCO LTD., 85, PIFCO HOUSE
HIGH STREET, MANCHESTER

Send out
your Goods
in SHOCK
ABSORBERS!



CORRUGATED PACKING MEANS AN INSURANCE AGAINST RISK OF BREAKAGES

IT ADDS 50 %
TO THE NEAT APPEARANCE
OF YOUR GOODS

Write for Samples & Prices to-

**CORRUGATED PACKING
MATERIALS Co. Ltd.**
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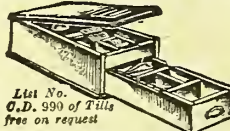
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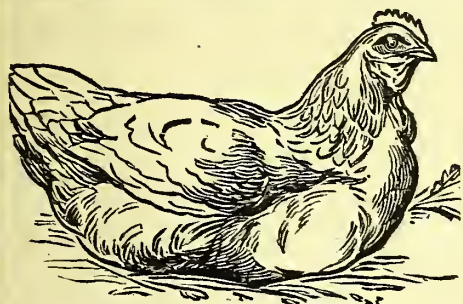
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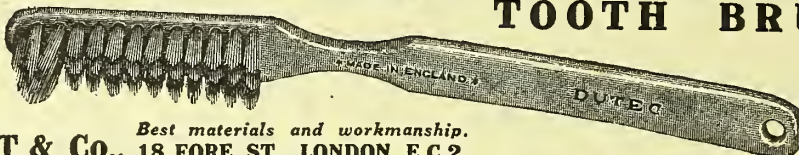
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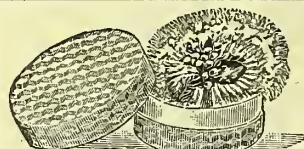
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Contents

No. 24

Series 2549

Vol. 109

	PAGE		PAGE
Books, New	719	Irish News	720
Business Changes ..	723	Legal Reports	722
C. & D. Commercial ..	743	Marriages	728
Compendium	743	My Greatest Shock ..	724
Christmas Holidays ..	721	New Companies and ..	722
Corner for Students ..	735	Company News	722
Correspondence:—		New Year Displays ..	727
Letters	740	Observations and ..	729
Subscribers' Sym- ..	741	Reflections	729
posium	741	Pharmaceutical ..	729
Dispensing Notes ..	742	Society of Great ..	729
Legal Queries	742	Britain:—	
Miscellaneous In- ..	742	London Evening ..	729
quiries	742	Meeting	729
Deaths	728	Annuitants	734
Editorial Articles:—		Elected	734
Income-Tax Assess- ..	730	Glyn-Jones	734
ments	730	Memorial	734
Bismuth Outlook ..	731	Branch Meetings ..	734
Five Years' Propa- ..	731	Position of Pharmacy ..	732
ganda	731	Practical Notes and ..	735
Acetone Duty	732	Formulas	735
English News	719	Retrospect	742
Factors of Success ..	727	Scottish News	720
Festivities	735	Trade Marks	721
Food and Drugs in ..	724	Trade Notes	728
Canada	724	Trade Report	737
Information Depart- ..	728	Trusses	726
ment	728	Wasted Printing ..	726
Insurance Act Dis- ..	736	Westminster Wisdom ..	722
pensing	736	Wills	723
		Winter Session	725

New Books

Wheeler, Captain Owen.—*Colour Photography*. 8½ in. by 5½ in. Pp. viii+138. 12s. 6d. Henry Greenwood & Co., Ltd., 24 Wellington Street, London, W.C.2. [An excellent and up-to-date manual which gives the practical worker the information he requires without having to delve into a mass of detail. The book is divided into four parts, the first dealing with the principles upon which colour photography is founded; the second covers the colour transparencies; then comes the making of three-colour negatives and an account of the Carbro process. Other processes, such as the Pinatype, the Jospe and the Dyebro (for which Captain Wheeler is responsible) are dealt with, while reference is also made to the new tri-pack which is shortly to be placed on the market. As regards illustrations, these include the frontispiece, which is a fine example of three-colour Carbro, and twelve plates showing the progressive stages in the production of a Dyebro print.]

English and Welsh News

The Editor will be obliged if subscribers will send him marked copies of newspapers containing items of interest for insertion in this or other news sections.

Dangerous Drugs (Benzoyl-Morphine) Regulations, 1928

The text of the Dangerous Drugs (Benzoyl-Morphine) Regulations, 1928, dated November 14, has been issued, and may be obtained at the Stationery Office (S.R. & O., 1928. No. 925, 1d.). The following section was not in the Draft Regulations printed in the *C. & D.* of September 8 (p. 297):—

4.—(1) If any benzoyl-morphine authorised under the law of any country outside the United Kingdom to be exported therefrom to any destination outside the United Kingdom is brought into the United Kingdom no person shall, without the licence of the Secretary of State, cause or procure that benzoyl-morphine to be diverted to any other destination.

(2) For the purposes of this Regulation the destination to which any benzoyl-morphine is authorised to be exported shall be taken to be the destination stated in the authority for the export thereof from the country of export.

Sections 4 and 5 of the Draft Regulations accordingly become Sections 5 and 6 respectively of the Regulations themselves.

Inquests

An inquest was opened in North London, on December 10, on the body of Richard J. Chappell, Cornwallis Road, Holloway, who had been employed for forty years by a City firm of wholesale druggists. A medical witness stated that the cause of death had not been ascertained, and the inquiry was adjourned for an analysis to be made.

An inquest was held recently on the body of Mrs. Ursula Mary Hall, wife of Mr. F. J. Hall, chemist and druggist, Featherstone, who was found by him suffering from the effects of arsenical poisoning. Mr. Hall said that he had been married only eight weeks. A verdict of "Death from arsenical poisoning, following the taking of arsenate of copper during temporary insanity" was returned.

The West London coroner held an inquest recently on the body of Mrs. Bertha Palmer, Lancaster Road, W.11, who died from veronal poisoning. It was stated that the deceased had suffered from nervous trouble caused by building operations near her flat. The coroner considered that the overdose of veronal was taken accidentally, and recorded a verdict correspondingly.

An inquiry was opened at Northampton, on December 5, concerning the sudden death of Cyril Edward Meadows, a chemist's apprentice, who died in hospital. Dr. E. Shaw said that when he first saw the deceased he thought he was suffering from acute poisoning, but he could find no sign of poison in the *post-mortem* examination. The coroner adjourned the inquiry for an analysis to be made.

The Sheffield coroner recently held an inquest on the body of Mrs. Sophia Setree, aged seventy-five. Dr. Clarke, Firvale Hospital, said that the woman was admitted to the institution suffering from severe burns on her left leg, which she told him had resulted after she had applied turpentine to relieve pain. Blood poisoning developed and cellulitis set in. The coroner recorded a verdict of "Accidental death."

Birmingham

Mr. L. C. Tipper is about to make a tour through South America.

Mr. F. H. Alcock, F.I.C., Ph.C., has again been chosen as chairman of the King's Health Committee of the Birmingham "Daily Mail" Christmas-tree Fund and local representative on the central committees for boots, clothing and dinners.

Stirchley has had its shopping week, and the traders subscribed to a "pool" and offered coupons for prizes. This course the police declared illegal: they were upheld by the stipendiary magistrate, who, however, said it was not a case for punishment.

Liverpool

"On dit" that a prominent pharmacist, though not a local man, has been invited to stand as a candidate for one of the Liverpool parliamentary divisions at the next general election.

The happy idea of the Wallasey Pharmacists' Association in inviting two officials of the local Grocers' Association to be present at their P.A.T.A. meeting was most successful. The two guests were eloquent in their praise of what the P.A.T.A. had done for the drug trade, and mentioned how well the two trades worked together for the common cause in Wallasey. It would have done some of the "grousers" good to have heard the speeches of these delegates.

Sheffield

Christmas displays of perfumes and photographic materials are in the windows of almost every pharmacy. There seems a tendency to make earlier displays; also at this season fancy goods are now sold by chemists, even in working-class districts.

At the annual meeting of the Sheffield Branch of the United Commercial Travellers' Association, on December 8, Mr. E. H. Platts (Yorkshire representative of Edme, Ltd., malt extract manufacturers) was re-appointed financial secretary. Mr. Platts announced that through the efforts of the ladies' committee the branch had recently sent 100 guineas to the Royal Commercial Travellers' Schools at Pinner and 40 guineas to the benevolent association.

Miscellaneous

RUBBER FAIR.—An exhibition was held at the Royal Horticultural Hall, Westminster, London, S.W.1, on December 4-8 inclusive. The plan of allowing stalls to be hired free of charge, firms returning a percentage of the takings, was adopted. The variety of uses to which rubber can be put was exemplified. Hot water bottles were much in evidence, together with sponges and sponge-bags; new uses were illustrated by rubber boot laces, and a paving for tennis courts. A film entitled "A Day of Enlightenment" was shown by the Rubber Growers' Association, and a mannequin parade was another feature.

MEDICAL AND DENTAL LISTS.—Colonel Norman C. King, registrar of the General Medical Council, reminds us that the Council publishes an office edition of the lists contained in the Medical Register, giving the names and addresses of all registered practitioners. This edition is issued from 44 Hallam Street, London, W.1, at the special rate of 7s. 6d. post free; but no copies for next year can be issued at this price unless they are ordered and paid for prior to December 31. The Dental Board similarly publishes an office edition of the Dentists' Register, at 4s. post free; but copies for next year must be ordered and paid for prior to December 31.

IN THE COURTS.—At East Ham Police Court, on December 10, F. A. Vog, a Chinese seaman, was sentenced to six months' hard labour for smuggling 7lb. of raw opium. —At Tynemouth, recently, Amy Bell, grocer, North Shields, was ordered to pay 5s. costs on a summons for having sold vinegar deficient in acetic acid by 77 per cent. of the minimum amount which genuine vinegar should contain. It was stated that the sample taken contained only 0.92 per cent. of the acid. —At the Central Criminal Court, London, on December 12, Clara Shott, described as being formerly a chemist's assistant, was convicted of attempting to poison her sister (G. & D., November 24, p. 622). Sentence was postponed.

BRITISH WILD FLOWER SOCIETY.—Alderman Dr. G. Claridge Druce presided over a meeting of the members of the British Wild Flower Society, held at the Great Central Hotel, London, N.W.1, recently. After tea Dr. Druce, in the name of the members, presented a valuable work on the British pond weeds to Lady Davy, and then gave his address on "The Extinct Plants of Britain." Dr. Druce also exhibited some of the more important discoveries of recent years, four of these having been made by members present. Some paintings of the British bramble, by Mrs. C. G. Trower, were shown by him, and the members stood in memory of the talented artist who had recently passed away. Her paintings (about 2,000) were given by her to Dr. Druce.

Scottish News

Brevities

While shopping at the premises of Mr. John Innes, chemist and druggist, High Street, Elgin, on December 2, a lady suddenly collapsed and died.

Mr. Adam Gilchrist, who was a successful candidate at the recent Huntly Town Council election, has been appointed to several committees.

Mr. Alexander Scorgie, chemist and druggist, Paisley, was installed in the chair of Lodge Renfrew, County Kilwinning No. 370, as Master, on December 6. After the installing ceremony the brethren adjourned for dinner, and toasts were given by Lord Blythwood and Dr. T. C. Barrie, Glasgow. Many pharmaceutical brethren were present to welcome the new Master.

Edinburgh

The Leith Provident Co-operative Society, Ltd., have opened a branch drug department at 179 East Road, Leith.

The next evening meeting of the Pharmaceutical Society in Edinburgh will be held on December 19, when Mr. D. B. Dott will read a paper on "Laboratory Notes," and Professor R. S. MacDougall one on "*Niptus hololeucus* on *Stramonium* Leaves."

Irish News

Pharmaceutical Society of Ireland

The latest dates for making application for the January Examinations are:—Preliminary examination, Thursday, December 20; Registered Druggist examination, Thursday, December 27; Pharmaceutical Licence examination, Thursday, December 27; Pharmaceutical Assistant examination, Monday, December 31.

Pharmaceutical Society of Northern Ireland

Examinations under Schedule 2, Part IV, and Schedule 2, Part IV, 1 (New Syllabus) of the Pharmacy and Poisons Act (Northern Ireland), 1925, were held in the Municipal College of Technology, Belfast, on December 3-6 inclusive. The following, having passed in the necessary subjects, are recommended for the certificate of Pharmaceutical Chemist: *Part IV.*—R. L. Clarke, Miss M. E. Fuller, Wm. A. Gamble, T. A. Gibson, J. M. Glass, T. A. Hall, Wm. C. G. Hamilton, H. B. Hatrick, C. E. Hull, J. P. Hutchison, Wm. Martin, B. B. Morrison, Miss C. Mulholland, H. C. McCormick, A. J. McHenry, R. A. McKee, Wm. Rutherford, C. L. J. Taylor, C. A. Thompson. *Part IV, 1 (New Syllabus)—Preliminary Scientific.*—J. Caldwell, S. N. Cowan, Miss W. Crawford, J. D. Forbes, J. M. Moore, G. E. McIlhagger, H. L. Phillips, Miss E. D. Pratt.

The following candidates are referred in the subjects specified and may complete at one subsequent examination: *Part IV, 1 (New Syllabus)—Preliminary Scientific.*—James Davie (botany); J. W. Gilchrist (chemistry and physics); J. N. Hogg (chemistry and business methods); Miss F. R. Johnston (chemistry); M. D. Moore (botany and physics); W. B. Mullin (physics); L. McCrory (botany).

Examinations under Schedule 2, Parts I, II and III of the Pharmacy and Poisons Act (Northern Ireland), 1925, were held in the Municipal College of Technology, Belfast, on December 3-6 inclusive. The following candidates, having passed in all the necessary subjects, are recommended for the certificate of Pharmaceutical Chemist: *Part III.*—L. Firth, J. F. Grimes. *Part II.*—Wm. Clements, J. Ellis, Wm. Jones, H. McQuitty. *Part I.*—H. Y. Fergusson, S. J. Marks, A. H. McKay, J. J. O'Hare, A. Stewart.

Brevities

The staff of the St. Dalmas Co. branch at 108 Middle Abbey Street, Dublin, held their annual dance on December 8, and the function was most successful.

Belfast Corporation has granted the application of Mr. Patrick McGurk, trading as James McGlade & Co., Cromac Square and Cromac Street, for a licence to sell sheep dip.

Christmas Holidays

WE have ascertained that the following wholesale houses will close at the times mentioned:—

Friday evening, December 21, to Thursday, December 27.

Allen, Stafford, & Sons, Ltd., Cowper Street, E.C.2.
(Office closed December 25-26).
Davenport, J. T., Ltd., Union Street, S.E.1.
Dearborn, Ltd., Gray's Inn Road, W.C.1.
Heward, R. H., & Co., Twickenham.
Viscose Development Co., Ltd., Woldham Road, Bromley, Kent. (Closed December 31 for stocktaking).

Saturday mid-day, December 22, to Thursday, December 27.

Baiss Brothers & Co., Ltd., Bermondsey, S.E.1.
Bell, John, Hills & Lucas, Ltd., Tower Bridge Road, S.E.1.
Berton, Arthur, Ltd., 124-134 City Road, E.C.1.

Burgoyne, Burdidges & Co., Ltd., East Ham, E. (Closed December 31 for stocktaking).
Carnegie Brothers, Essex Road, N.1.
Eno, J. C., Ltd., 160 Piccadilly, W.1. 12.30 p.m.
Ford, T. H., Ltd., Well Street, E.C.1. 12.30 p.m.
Goodall, Backhouse & Co., Southwark Street, S.E.1. 12.30 p.m.
Horner, L. A., & Sons, South Tenter Street, E.1.
Howards & Sons, Ltd., Ilford (also December 29-31 for stocktaking).
Morson, Thomas, & Son, Ltd., Gray's Inn Road, W.C. (Works closed on December 22-31).
Oppenheimer, Son & Co., Ltd., Queen Victoria Street, E.C.4. 12.30 p.m.
Potter & Clarke, Ltd., Artillery Lane, E.1.
Ransom, W., & Son, Ltd., Hitchin.
Reuter, R. J., Co., Ltd., Carter Lane, E.C.4. 1 p.m. (also December 29-31 for stocktaking).
Toogood, William, Ltd., Southwark Street, S.E.1. (also for stocktaking December 31 and January 1).
Tyrer, Thomas, & Co., Ltd., Stratford, E.15.

Monday, December 24, to Thursday, December 27.

Allen & Hanburys, Ltd., Bethnal Green, E.2. 4 p.m. (Urgent orders can be executed at 7 Vere Street, W.1. Mayfair 2216).
Brooks & Warburton (American Drug Supply Co.), Ltd., 40-42 Lexington Street, W.1. 2 p.m.
Butler & Crispe, 80-82 Clerkenwell Road, E.C.1. 1 p.m.
Christy, Thomas & Co., Old Swan Lane, E.C.4. 1 p.m. (Close 4 p.m. December 27).
Edwards, W., & Sons, Nile Street, City Road, N.1. 2 p.m.
Harker, C. R., Stagg & Morgan, Ltd., Emmott Street, Mile End, E.1. 4 p.m.
Macfarlan, J. F., & Co., 32 Bethnal Green Road, E.1. 12 a.m. (also January 1).
May, Roberts & Co., Ltd., Clerkenwell Road, E.C.1. 2 p.m.
Meggeson & Co., Ltd., New Church Street, S.E.16. 12.30 p.m.
Napp, H. R., Ltd., Clement's Inn, W.C.2. 4 p.m. (Urgent orders can be executed by Ronse & Co., Ltd., 12 Wigmore Street, W.1, and Mr. W. Brooke, 19 Gloucester Road, S.W.7.).
Sangers, 258 Euston Road, N.W.1. 2 p.m.
Smith, T. & H., Ltd., Christopher Street, E.C.2. 12 a.m. (also January 1).
Sparks, White & Co., Ltd., Tenter Street, E.1. 12 a.m.
Tompkins, James, Ltd., City Road, E.C.1. 12 a.m.
Wright, Layman & Umney, Ltd., 44-50 Southwark Street, S.E.1. 4 p.m. (Closed December 27-31 for stocktaking, urgent orders only dealt with).

Monday, December 24, to Friday morning, December 28.

Burge, Warren & Ridgley, Ltd., Great Saffron Hill, E.C.1.
Britton, Malcolm & Waymark, Ltd., Southwark Bridge Road, S.E.1.
Winchester Manufacturing Co., Ltd., 21 The Square, Isleworth.

Tuesday, December 25, and Wednesday, December 26.

Bell, John, & Croyden, Ltd., Lawrence Road, N.1. (Urgent orders can be executed at 50 Wigmore Street, W.1.)
Bourjois, A. et Cie, Ltd., 4 Water Lane, E.C.4.
British Drug Houses, Ltd., The, Graham Street, N.1.
Burroughs Wellcome & Co., Snow Hill Buildings, E.C.1.
Curling, George, Wyman & Co., Bunhill Row, E.C.1.
Evans Sons Lescher & Webb, Ltd., Bartholomew Close, E.C.1.
Hewlett, C. J., & Son, Ltd., Charlotte Street, E.C.2; (also December 27-29 for stocktaking, urgent orders only executed.)
Hoffmann-La Roche Chemical Works, Ltd., 51 Bowes Road, N.13.
Newbery, Francis, & Sons, Ltd., Charterhouse Square, E.C.1.
Parke, Davis & Co., Beak Street, W.1.
Stevenson, H. E., & Co., Great Suffolk Street, S.E.1.
Willows, Francis, Butler & Thompson, Ltd., Shacklwell Lane, E.8.

The offices of THE CHEMIST AND DRUGGIST will be closed on December 25 and December 26.

Trade-mark Applications

The figures in parentheses refer to the classes in which the marks are grouped. A list of classes and particulars as to registration are given in "The Chemist and Druggist Diary," 1928, p. 329.

(From "The Trade-marks Journal," November 21, 1928.)

- "VET" in cross form on device of cross on circle ("Vet" disclaimed); for veterinary chemicals (2). By Vet Products Laboratory Incorporated, Corner of Post and Drexel Avenues, Westbury, Long Island, New York, U.S.A. 490,125.
- "THE FRIEND IN NEED" on circular label, including directions and name and address of applicants; for medicated salve (3). By W. Carter, 61 Darwin Street, London, S.E.17. B494,265.
- "EZPEL"; for all goods (3). By J. H. Crosland, 206 High Street, Sutton, Surrey. 493,957.
- "PERIO"; for medicinal chemicals (3). By H. Francis, 14 Grove Parade, High Road, East Finchley, N.3. 494,786.
- "HEPPELL'S PHARMACIES" on device of pestle and mortar, with representation of owl under words "Open all Night" (device of pestle and mortar disclaimed); for medicinal chemicals (3). By Heppells, Ltd., 16 Grosvenor Place, London, S.W.1. 495,356. (Associated.)
- "IRADIOSTOL"; for medicinal chemicals (3). By The British Drug Houses, Ltd., 16-30 Graham Street, City Road, London, N.1. 495,743. (Associated.)
- "COGS"; for a cough preparation (3). By G. H. Tucker, Broad's Yard, Broad Street, Bath. 495,654.
- "PITRAPHORIN"; for medicinal chemicals (3). By Schering Kahlbaum A.G., 170 Müllerstrasse, Berlin, N.39. 495,962.
- "STERN-PUNKT-ROLLER"; for massage appliances (11). By L. M. Baginski, Fabrik Orthopädischer Apparate G.m.b.H., Hindenburgrasse 10, Berlin-Pankow, Germany. 490,164.
- "TICO"; for photographic papers, etc. (39). By T. Illingworth & Co., Ltd., Cumberland Avenue, Park Royal, N.W.10. 493,164. (Associated.)
- "LAXOVITOL"; for all goods (47). By P. Drorkovitz, 10 Victoria Street, London, S.W.1. 495,320.
- "HARRIET HUBBARD AYER" facsimile signature; for toilet cream, powder and lotions, and for perfumery sachets (43). By H. H. Ayer, Incorporated, 323 East Thirty-fourth Street, New York, U.S.A. 485,706.
- Circular device including monogram "R G"; for perfumery, etc. (43). By Parfumerie Roger & Gallet, 38 Rue d'Hauterive, Paris. 486,495. (Associated.)
- "CAMILAFIX"; for hair preparations (43). By The Camomile Tonic Co., 59 Oak Grove, Cricklewood, N.W.2. 489,271. (Associated.)
- "ETOILE NOIRE" with devices, including black star; for perfumery, etc. (43). By G. Frères, 6 Avenue de l'Opéra, Paris. 492,230. (Associated.)
- "HÉLÈNE," with device of cupid, birds and wreath on round, oval, oblong and square frames; for perfumery, etc. (43). By Harrods, Ltd., Brompton Road, London, S.W.1. 495,076/079/077/078. (Associated.)
- "FORET VERGEE"; for perfumery, etc. (43). By L'enthier Société Anonyme, 245 Rue Saint-Honoré, Paris. 495,651.

Westminster Wisdom

Notes on Parliamentary Matters.

NATIONAL HEALTH INSURANCE

Mr. John asked the Minister of Health, on December 6, whether he had under consideration the setting up of an advisory committee for dealing with the question whether certain articles ordered from time to time for insured persons by insurance practitioners are foods which cannot, therefore, properly be supplied to insured persons as part of their medical benefit under the National Health Insurance Acts; and whether, if so, he will include in such committee a representative of the Association of Welsh Insurance Committees?

The Minister of Health (Mr. Chamberlain): The answer to the first part of the question is in the affirmative; I shall hope to make some provision for the representation of Wales on the committee.

Legal Reports

Irregular Sale of Poison.—In the Hamilton Sheriff Court, recently, Miss Mary P. Bruce, unqualified assistant to Mr. William Bruce, chemist and druggist, Larkhall, was summoned for having sold a bottle of Jeyes' Fluid at a branch shop. Mr. J. Henderson, who appeared for the defence, admitted the facts, and explained that Mr. Bruce usually had a qualified assistant at the shop in question. A fine of 10s. was imposed.

Sale of Food Preservative.—At Barnsley Police Court, on December 6, Mr. Ernest Nash, Ph.C., Queen Street, was charged with selling by his servant an article which was recommended as a food preservative. Mr. N. P. Lester, prosecuting, said that the Regulations provided that only two articles could be sold as food preservatives. In this case the defendant, by his servant, sold boric acid, which was not one of them, and it was in a container bearing a recommendation of it as a milk preservative. The particular Section of the Act under which the proceedings were taken had been in force about a year. Mr. N. Goodyear, for the defence, said that a genuine mistake had been committed. As the Bench knew, the defendant had carried on business in the town for the last twenty-five years. Prior to that, the proprietor of the business, Mr. Johnson, sold a milk preservative called "Johnson's Milk Preserver." Strictly speaking, the defendant should have looked through his stock and cast away all packets of that preserver, but unfortunately, this had not been done. The chairman, in announcing that the case would be dismissed on payment of costs, said that Mr. Nash was a well-known and highly respected tradesman, and the magistrates were quite sure that the offence was due to a misunderstanding.

New Companies and Company News

P.C. means Private Company and R.O. Registered Office.

R. C. JOHNSON, LTD. (P.C.).—Capital £5,000. Objects: To acquire the business of a chemist and druggist, etc., carried on at 29 Old Market Place, Great Grimsby, as "R. C. Johnson." The directors are: Mrs. C. Johnson (permanent), O. C. Seaton, H. Johnson.

JAMES BELFORD & Co., LTD. (P.C.).—Capital £100. Objects: To carry on the business of importers and exporters of, agents for and dealers in cattle and animal food and feeding and fattening preparations, etc. The directors are: James Belford and Mrs. Mary E. Belford.

R. H. DIX & PARTNERS, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of opticians, spectacle makers, chemists, wholesale druggists, etc. The subscribers are: A. Haffkin and G. M. Nowell. R.O.: Mitre Chambers, Mitre Street, Leadenhall Street, E.C.3.

EDWARD MCGIVERN & Co., LTD. (P.C.).—Registered in Dublin. Capital £6,000. Objects: To carry on the business of produce brokers, seed, chemical manure, grain, farm produce and implement merchants, etc. The subscribers are: E. J. A. McGivern, New Docks, Galway, and L. W. Webb.

PARSCENT, LTD. (P.C.).—Capital £1,000. Objects: To carry on the business of purchasers and sellers of essences, lotions, extracts, oils, soaps, cosmetics, creams, unguents, pomades, powders, etc. The provisional directors are C. E. R. Monsarrat and R. L. Mason. Solicitors: Leighton & Savory, 61 Carey Street, W.C.2.

J. C. LYNNESS & Co., LTD. (P.C.).—Capital £100. Objects: To acquire the business of J. C. Lynness & Co., 146 Queen's Drive, Glasgow, and to carry on the businesses of manufacturers of and dealers in surgical hosiery and rubber appliances; dealers in chemists' sundries, etc. The first directors are: R. B. Lynness and D. McVeigh. R.O.: 28 Bath Street, Glasgow.

PICKERDITE & Co., LTD. (P.C.).—Capital £2,500. Objects: To acquire the business of a hand-made bottle manufacturer and merchant carried on by H. H. Clark, and to carry on the business of general glass bottle manufacturers, glass manufacturers and dealers. The subscribers are: A. E. Patterson and H. A. Norton. Solicitors: Clifford, Turner, Hopton & Lawrence, 81/8 Gresham Street, E.C.

JOHANN MARIA FARINA ZUR MADONNA (LONDON), LTD. (P.C.).—Capital £2,000. Objects: To carry on the business of manufacturers of and dealers in perfumes and all kinds of toilet requisites, collectors of flowers and perfume-producing vegetation, chemists and druggists. The first directors are Major L. J. Mathias, Bronpadarn, Aberystwyth, P. E. Langewiesche, 22 Clifton Gardens, Maida Vale, W.9, eau de Cologne merchant, and C. J. R. Milton, 22 Clifton Gardens, Maida Vale, W.9, estate agents. R.O.: 23 Nutford Place, Edgware Road, W.1.

SANGERS, LTD., was registered as a "public" company on December 8, with a nominal capital of £500,000 in 250,000 $7\frac{1}{2}$ per cent. cumulative preference shares (with priority as to capital) of £1 each and £1,000,000 ordinary shares of 5s. each. Objects: To acquire the business carried on by H. Sanger, E. Sanger, F. J. Smith, E. A. Smith, J. G. Sanger, P. J. Lushington, and P. S. Smith, as "Sangers," at 258 Euston Road, N.W., and other places, and to carry on the business of wholesale or retail chemists and druggists, manufacturers and importers of and dealers in all kinds of salts, acids, alkalis, drugs, medicines, medicaments, herbs, pharmaceutical, chemical and surgical materials and appliances, toilet requisites, photographic materials, and to adopt an agreement with the Western Counties Investment Co., Ltd. The first directors are: E. Sanger, H. Sanger, F. J. Smith, E. A. Smith, J. G. Sanger, P. J. Lushington, P. S. Smith (all wholesale chemists' and druggists' sundriesmen). Solicitors: Simmons and Simmons, 1 Threadneedle Street, E.C.3. [The solicitors for Sangers, Ltd., write to us that the transformation of the business into a public limited company has been done for private and family reasons. Its direction will remain in exactly the same hands as heretofore, all the present partners and no others being the directors. In no sense will there be any control of the business by any retail organisation.]

G. B. KENT & SONS, LTD., declared the usual dividend at the rate of $5\frac{1}{2}$ per cent. per annum upon the cumulative participating preference shares for the six months ended September 30, 1928.

THOMPSON & CAPPER, LTD., have just completed the sale of all of their retail branches to Taylors Drug Co., Ltd., and they have, therefore, no connection whatever with any retail chemist's business. The company will be reconstituted under the title of Thompson & Capper Wholesale, Ltd., and Mr. Edwin Thompson, governing director of Thompson & Capper, Ltd., will be governing director of the new Company.

IBRIS, LTD.—The profit for the year ended October 31, 1928, is £17,669 8s. 1d., compared with £16,124 8s. 3d. for 1927. Adding balance brought forward £3,464 10s. 5d., the total is £21,133 18s. 6d., from which is deducted debenture interest £2,183 6s. 8d., leaving a balance of £18,950 11s. 10d. The directors recommend dividend on A preference shares 6 per cent. £6,600, on B preference shares 7 per cent. £700, on A ordinary shares 10 per cent. £5,000, on B ordinary shares 10 per cent. £1,800, on founders' shares 5 per cent. £900, carrying forward £3,950 11s. 10d.

LEWIS & BURROWS, LTD.—The report for the year ended September 30, 1928, indicates continued prosperity. A sum of £1,000 has been set aside out of profits to be added to the depreciation reserve account. The net profit, after paying directors' and auditors' fees and all other expenses, is £13,032 12s. 10d., to which is added £1,147 14s. brought forward from last year, making an available total of £14,180 6s. 10d., which the directors propose to deal with as follows: To General reserve, £2,000; to shop improvements and development account, £1,250; to taxation reserve account, £1,000; to staff benevolent fund, £250; to dividend at 6 per cent. per annum on preference shares, £1,800; to dividend at 12½ per cent. per annum on ordinary shares, £6,685; to carry forward to credit of next year, £1,195 6s. 10d. Upon the passing of the present accounts and the adoption of the report, the reserve funds will stand at £35,523 4s. 3d. During the year the lease at 83 Gloucester Road, South Kensington, has been renewed. The directors greatly regret that, owing to impaired health, Mr. J. K. Matterson, one of the founders, who has been for over thirty years a most valued member of the board, has felt compelled to resign his position as a director. The directors have appointed Mr. B. Jones and Miss G. A. Starling, who have for many years past held responsible positions in the company, to be assistant managing directors, with seats on the board. Mr. W. B. Trick, J.P., retires by rotation, but being eligible offers himself for re-election. The meeting will be held on December 14 at the Holborn Restaurant at 12 o'clock noon.

Private Arrangements

Ernest Radcliffe Swift, chemist and druggist, 316 Bradford Road, Farton, Huddersfield, and Northgate, Almonbury, Huddersfield, and Sheepridge, Huddersfield.—A meeting of the creditors was held on November 30, at the George Hotel, Huddersfield. Mr. H. V. Wood, C.A., Huddersfield, submitted a statement of affairs, which disclosed ranking liabilities of £1,915 11s. 5d., made up as follows:—Trade creditors, £1,538 5s. 8d.; cash claims, £270; and partly secured creditor, £107 5s. 9d. The total claim of the latter was £120 0s. 9d., securities valued at £12 15s. being held. In addition, the bank were shown as fully secured creditors for £133, and there were other fully secured creditors whose claims aggregated £657 8s. 6d. The security held by the secured creditors was thought to be just sufficient to cover the amount of the claims. The assets were estimated to realise £1,301 9s. 7d., from which had to be deducted £90 7s. 1d. for preferential claims, leaving net assets of £1,211 2s. 6d., or a deficiency of £704 8s. 11d. The assets consisted of fixtures, fittings and effects, £140; stock at cost, £1,712 8s. 11d., expected to produce £1,027 9s. 7d.; book debts, £38 13s. 10d., valued at £34; and household furniture, £100. It was stated that the debtor commenced business some years ago at Huddersfield. On June 1, 1927, he opened a branch at Almonbury, and last May a second branch was started at Sheepridge. Proper books of accounts had been kept, and they showed that during the year to March 1922 the turnover exceeded £2,000, with a net profit of £237, whilst in the following year the net profit was £209 on sales of £1,767. In the succeeding twelve months the turnover declined to £1,531, with a net profit of £181. During the two succeeding years the profit still further declined, although for the period to March 31, 1925, the net profit was £403. For the year to March 31, 1926, the sales were £1,457, but the net profit was only £2. The bank held a life policy as security. The other secured creditors were the mortgagees of a private house. The partly secured creditors were the United Chemists' Association, Ltd., Cheltenham, who held certain shares. After discussing the position, the creditors decided that a deed of assignment should be executed in favour of Mr. Parkin S. Booth, of the Association of Manufacturing Chemists, and Mr. H. V. Wood, Huddersfield. A committee was also appointed, consisting of the representatives of Hirst, Brooke & Hirst, Ltd., Henry Sykes & Son, and W. E. & J. Rippon. It was stated that the business would be continued with a view to a sale as a going concern. It was felt that there was a prospect of disposing of the three businesses.

The following are creditors:—Avison Owen, £23; British Drug Houses, Ltd., The, £66; Cuthbert, Ralph, Ltd., £25; Dalmas, A. de St., & Co., Ltd., £72; Fairburn, J. M., Ltd., £154; Harrison & Sons, Ltd., £30; Hirst, Brooke & Hirst, Ltd., £193; Kodak, Ltd., £26; May, Roberts & Co., Ltd., £20; Nash, Kenyon & Co., Ltd., £57; Potter & Clarke, Ltd., £28; Richardson & Co. (Leicester), Ltd., £30; Roberts, B. & Co., Ltd., £40; Stephenson Bros., Ltd., £37; Sykes, Henry, & Son, £40; Hebden, W. C. & H., £19; Parke, Davis & Co., £16.

Business Changes

BOOTS, LTD., chemists, are shortly opening a branch of their business at 132 High Street, Slough.

MR. JAMES FURGUSSON, chemist and druggist, has opened a business at Bannockburn, Stirlingshire.

MR. J. P. GRAY, chemist and druggist, has opened a new business at 31 The Broadway, High Street, Acton, W.3.

W. JONES & Co., chemists and opticians, have opened a shop at the Royal Hotel, 44 Woburn Place, London, W.C.1.

EDWIN FISCHER & Co., LTD., importers, 52 Gracechurch Street, have removed to 20-21 St. Dunstan's Hill, London, E.C.3.

MR. C. HARRISON, chemist and druggist, 4 Pow Street, Workington, is removing his business, established in 1842, to Wilson Street.

CLARKE & CLARKE have recently taken over the business of Mr. James Lloyd, 125 St. John's Hill, Clapham Junction, S.W.11.

TAYLORS' (CHEMISTS), LTD., are opening a branch at Cockermouth, Cumberland, with Mr. J. Briggs, chemist and druggist, as manager.

MR. A. J. ELLIS, chemist and druggist, will open a new business at 108 Wallasey Road, Wallasey, Liverpool, at the beginning of January 1929.

W. H. STICKLAND & Co., chemists, 23 Cromwell Place, South Kensington, are removing to 31 Thurloe Place, South Kensington, London, S.W.17.

MR. B. ASKEW, chemist and druggist, has taken over the business of Mr. F. Metcalfe, chemist and druggist, 557 Great Horton Road, Bradford, who has retired.

MR. J. SIROTO, chemist and druggist, has recently acquired the business formerly carried on by Mr. A. E. Potts at 306 Waterloo Road, Hightown, Manchester.

The branch business formerly carried on by R. M. G. Dobson, chemist and druggist, at 95 Butler Street, Oldham Road, Manchester, has been acquired by Mr. C. McK. Cameron, chemist and druggist.

THE ABIETSON MANUFACTURING CO., LTD., London House, 3 New London Street, London, E.C.3, are transferring their offices to Concordia Works, Managers Street (off Preston's Road), E.14. Telephone: East 4150-4151.

Wills

MR. WILLIAM FREDERICK BARTLE, of King William Street, Greenwich, S.E., chemist and druggist, left gross estate valued at £3,851, net personalty being £2,848.

MR. ARTHUR LEE, of 52 Southfield Road, Middlesbrough, Yorks, chemist and druggist, who died on October 3 last, left £5,267 16s. 11d., with net personalty £1,447 15s. 3d.

MR. SIDNEY FRANK WATERS, of 6, Walsingham Road, Hove, Sussex, retired chemical merchant, who died on September 18 last, left £11,661 19s. 11d., with net personalty £11,539 9s.

MR. MAURICE SALAMON, B.Sc., F.C.S., of The Hale, Sudbury, Middx., senior partner of Salamon & Seaber, consulting and analytical chemists, who died on September 19 last, left property of the value of £25,466 9s. 10d., with net personalty £21,585 2s. 1d.

Food and Drugs in Canada

AN Act respecting Food and Drugs has been in existence in the Dominion for some years, and its provisions were all comprehensive, but early in 1928 an Order in Council was passed giving extended regulations relating to the Act. These were found to be more vigorous in some instances than those hitherto in force. There was some slight delay in bringing into force the new regulations; therefore, it was not realised for some time that the Government intended to enforce their application in every case. As a result, many manufacturers were compelled to suffer a good deal of inconvenience and loss by the fact that no previous notice had been given before action was taken by the Government officials. It is, therefore, well that proprietors should conform strictly to the laws now existing with regard to patent and proprietary medicines, foods, or any article or preparation which enters into consumption or use by human beings or domestic animals. These regulations provide that:—

(4) Food shall be deemed to be adulterated within the meaning of the Act.

(a) If any substance has been mixed with it so as to reduce or lower or injuriously affect its quality or strength;

(b) if any inferior or cheaper substance has been substituted wholly or in part for the article;

(c) if any valuable constituent of the article has been wholly or in part abstracted;

(d) if it consists wholly or in part of any diseased or putrid or rotten animal or vegetable substance, whether manufactured or not;

(e) if it is obtained from a diseased animal or from an animal fed upon unwholesome food;

(f) if it contains any added poisonous ingredient, or any ingredient which may render it injurious to the health of the person consuming it, whether added with intent or otherwise; or

(g) if its strength or purity falls below the standard, or its constituents are present in quantity not within the limits of variability fixed by the Governor in Council as hereinafter provided.

(6) Every drug shall be deemed to be adulterated within the meaning of the Act if its strength, quality, or purity falls below the professed standard under which it is sold; or, if, when offered or exposed for sale under or by a name—

(a) recognised in the latest edition of the British Pharmacopœia; or

(b) recognised in the latest edition of any foreign pharmacopœia; or

(c) which is not recognised in any pharmacopœia, but is found in some generally recognised standard work on materia medica or drugs; if it differs from the standard of strength, quality or purity laid down therein.

Unless a drug is sold in such manner as plainly to indicate that its quality is to be judged by an authority other than the British Pharmacopœia, and such authority is named, it shall be deemed to be adulterated unless it conforms to the standard of strength, quality and purity for such drug as defined by the latest edition of the British Pharmacopœia.

MISBRANDING

(7) A food or drug shall be deemed to be misbranded within the meaning of the Act.

(a) If it is an imitation of, or substitute for, or resembles in a manner likely to deceive, another article of food or drug under the name of which it is sold or offered or exposed for sale, and is not plainly and conspicuously labelled so as to indicate its true character;

(b) if it is stated to be the product of a place or a country of which it is not truly a product;

(c) if it is sold or offered for sale by a name which belongs to another article;

(d) if it is so coloured or coated, powdered or polished that damage is concealed, or if it is made to appear better or of greater value than it really is;

(e) if false or exaggerated claims are made for it upon the label or otherwise;

(f) if in package form, sealed by or put up by the manufacturer or producer, and bearing his name and address, the contents of each package are not conspicuously and correctly stated within limits of variability to be fixed by regulations as in this Act provided, in terms of weight, measure or number, upon the outside of the package; provided that this paragraph shall not apply to packages the weight of which, including the package and contents is under two ounces; and that nothing in this section shall be taken to require the statement of weight, measure or number upon containers or packages of standard size as provided by orders of the Governor in Council under the Meat and Canned Foods Act;

(g) if it is not labelled in accordance with the requirements of the Act;

(h) if the package containing it, or the label on the package, bears any statement, design or device regarding the ingredients or the substances contained therein, which statement, design or device is false or misleading in any particular; or if the package is deceptive with respect to designs; construction or fill; or

(i) if the package containing it, or the label on the package bears the name of an individual or of a company, claimed to be the manufacturer or producer of the article, which individual or company is fictitious or non-existent.

S. (1) Every article of food which is a compound, mixture, imitation or substitute shall be plainly and correctly labelled as such. (2) The words "pure" or "genuine," or words equivalent to these terms, shall not be used on the labels or in connection with such articles. (3) Such articles shall be so packed, marked or labelled as not to be likely to deceive any person with respect to their true nature.

Particular reference should be paid to the fact that the net weight of the contents of the fluid or solid should be declared on the package. This applies to veterinary medicines, toilet powders, etc., when the packages exceed two ounces in weight; the name and address of the manufacturer and no misleading or exaggerated claims made on the label. Many shipments have been returned to foreign shippers for relabelling, etc., owing to the strict application by the Government of the regulations now in force regarding Food and Drugs. Manufacturers of proprietary medicines must bear in mind that their preparations come under the Proprietary or Patent Medicine Act with its own regulations.

My Greatest Shock

BEING "ploughed" in an examination, when the passing of it happens to be the door to a livelihood, constitutes probably the greatest shock for any young man or woman, but my greatest shock, or perhaps I should say "escape," occurred one busy afternoon while engaged in N.H.I. dispensing. A mixture containing liq. hydrarg. perchlor. in 5i. doses was frequently prescribed in the district, and on this occasion, the dispensary stock vessel being empty, I procured an unopened Corbyn just arrived from the wholesaler, and proceeded to measure the required quantity (5ij.). The usual reaction with potassium iodide not appearing, I hesitated, and mentioned the fact to my employer, who, however, made light of the incident, remarking that perhaps my measure needed rinsing. Nevertheless, I was not to be put off, and I subjected some of the contents of the Corbyn (which bore a clean label "Liq. Hyd. Perch. P.B.") to usual tests, and to my amazement it proved to be liq. strychninæ hydroch. Needless to say, I was more than delighted that my powers of observation were sufficiently keen to detect the serious error, for had I not done so several similar mixtures might possibly have been dispensed, and would have contained dangerous, if not fatal, doses of strychnine.—DISPENSER (11/12).

DEFECTIVE EDUCATION OF CANDIDATES.—A report by the Board of Trade on the administration of the Weights and Measures Act during 1927, issued recently, states that the majority of candidates sitting for the examinations for inspectorships under this Act continue to show a regrettably low standard of efficiency.

Associations' Winter Session

Belfast.—A committee meeting of the Ulster Retail Drug Trade Association was held in Belfast on December 4. Mr. D. A. Taylor, president, occupied the chair, and other members present were Messrs. W. J. Rankin, A. W. Mann, J. McDowell, R. I. Edwards, H. Lancashire, S. Gibson, J. Macauley, J. Adams, F. Storey, A. E. A. David, J. Moffet, C. Abernethy, and H. Crail. An apology was received from Mr. J. C. Culbert. The president reported that he and Mr. Mann attended at the City Hall with reference to the Early Closing Order. The deputation was informed that power to enforce the Early Closing Order was relegated to the proper quarter by the Council, and it would be well for those keeping open after the specified hour to know that they could only sell urgent medicines and appliances. It was noted that there was a general tendency of manufacturers and wholesale agents to push toilet and proprietary articles into retail sources other than the drug trade. The Committee decided to have a few insertions of selected articles on drugs in the public Press early in the New Year. Subsequently the three subcommittees on amalgamation, those of the Chemists' and Druggists' Society, the North Irish Pharmacists' Association and the Ulster Retail Drug Trade Association, met.

Edinburgh.—The opening meeting of the winter session of the Edinburgh and District Chemists' Trade Association was held at 36 York Place, Edinburgh, on December 7. Mr. J. S. B. Heddle (vice-chairman) presiding. Mr. George Hall (chairman) gave the opening address on *Trade Matters*. Recently he had had from several leading business men frank criticisms on the dispensing chemist. A view generally expressed was that, as a body, they had not made as much of their privileged position as they might. They had shown a want of enterprise, and in N.H.I. work they had made a much poorer bargain than the doctors. The perfumery trade, which was once their own, had been allowed to pass into other hands. The chemist did not seem to have sufficient faith in his own business to invest his profits in its extension. The speaker had recently listened to a conversation in which the question of openings for young persons was discussed. It was not known to the others present that he was a chemist. To a head-master in the company, the question was put whether the business of a dispensing chemist offered an advisable opportunity. The answer was an emphatic "No," and on being asked why, he answered: "My advice professionally has always been that for a youth who has reached such a standard of education much better prospects are open in other spheres of life." The opinion was expressed that the financial return was out of all proportion to the outlay. They were also in the position of being made use of by manufacturers to gain public confidence for some particular article; once that confidence had been gained, the sale passed into the hands of other retailers. Taking the position of a pharmacist in a working-class district, they found that most of the workers came under the N.H.I. scheme. Of an insured married couple, the wife for one year was entitled to free doctor and medicine. Later she attended the welfare centre and got free foods and medicine; after leaving the maternity hospital she attended again the welfare centre. The child was later put into a benefit society, and free foods and medicine supplied. At school age there was a supply of medicines. At sixteen the child became insured under the N.H.I. scheme. What private dispensing was left to the ordinary chemist under these conditions? As stated on the authority of Mr. J. Rutherford Hill, the average Insurance chemist's account per shop in Scotland was only £100 per annum. They suffered also from having to stock proprietary nostrums on which there was inadequate profit. From one wholesale house he learned that whereas in former years their sales of drugs and proprietaries were in money value about equal, at the present time the ratio was about one of drugs to three or even six times the amount for proprietaries. They further said that on a year's trading in proprietaries their loss was about £200. Any retailer who kept account of his transactions in proprietaries and struck a balance at the end of the year, deducting all unsaleable lines, would be surprised to find how small the profit was. Indi-

vidually, not much could be done to improve matters. Combination in such a form that all who were in the combine would be bound to conform to all points agreed upon was necessary. They might unite, for example, to end the evil of price cutting. Fixed prices not only gave a reasonable return but also tended to establish public confidence. There might also be combination and joint action in the matter of window shows. The adoption of a common seal for goods only obtainable from chemists in the combine could be adopted. They should take means to get the educational and professional status and equipment of the pharmacist better known. They should recognise the widespread movement in Scotland for a larger measure of local autonomy, and should be ready to meet any matters that might arise in that connection. The address was followed by a discussion, and a vote of thanks was awarded to Mr. Hall.

Wallasey.—A meeting of the Wallasey Pharmacists' Association, called to discuss P.A.T.A. matters, was held on December 6. The chairman (Mr. H. C. Siddall), introducing Mr. P. F. Rowsell, said that, as a former president of the Pharmaceutical Society, treasurer of the Retail Pharmacists' Union, and on two occasions president of the P.A.T.A., no one was better qualified than he to speak with authority on all matters affecting pharmacy. Mr. Rowsell said that from the very beginning he had been associated with the late Sir William Glyn-Jones in the work of the P.A.T.A., and had been, without a break, a member of its Council and Executive Committee. It would be impossible to estimate the monetary value of the Association to the chemists of the country. He had seen the P.A.T.A. grow from small beginnings to its present strength, and if by any chance its beneficent work were interrupted, the result would be disastrous. The P.A.T.A. administration had to deal to-day with problems and difficulties that were the outcome of modern trading developments, but in handling these questions the Association was as alert and active as its best friends could desire. The Co-operative question, he knew, was one of special interest to retailers in that district. The Council had, years ago, determined that the minimum retail prices fixed for articles on the P.A.T.A. Protected List, the exclusion of bonus or dividend should be binding on all retail distributors, including co-operative societies, and everything possible to ensure the observance of that rule was being done. Mr. H. E. Chapman, general secretary of the P.A.T.A., then dealt in detail with the day-to-day work of the Association, and furnished the meeting with a number of interesting facts and figures of a confidential nature. Referring to the presence at the meeting of the chairman and vice-chairman of the Wallasey Grocers' Association, Mr. Chapman said that the members of that body were keen supporters of the P.A.T.A., and co-operated with it. An interesting discussion followed. Mr. Hughes, representing the Grocers' Association, said that the work of the P.A.T.A. had his greatest admiration. Mr. Pearson, Mr. Whirley and Mr. Marsh expressed their appreciation of what the P.A.T.A. had done for them and for the retail chemists of the country. Mr. Burroughs, chairman of the Grocers' Association, expressed his admiration of the work of the P.A.T.A., and of the efficient manner in which it was organised. He appreciated very much the privilege of being present. A vote of thanks to Mr. Rowsell and Mr. Chapman was proposed by Mr. Govier, and was supported by Mr. John H. Robinson (Liverpool), who said that the P.A.T.A. was the one organisation which put money into the pockets of the retailers. With the vote of thanks was coupled a resolution expressing the complete confidence of the Wallasey Pharmacists' Association in the Council and officers of the P.A.T.A.

BOOTS PURE DRUG CO., LTD., have contributed £25 for the endowment of a room in the Hope Hall residence for women in connection with the University College of the South-West, Exeter.

THE MORE AND THE LESS NEEDY.—Heckmondwike education committee are adopting a scheme of supplying "subsidiary nourishment" to children at school who are in need of it. Where circumstances permit, a charge of a penny will be made for four teaspoonfuls of cod-liver oil.

Wasted Printing

In the factory devoted to the manufacture of toilet preparations and similar commodities, the sales manager and the advertising manager work hand in hand, and the efforts of the second are directed towards the furthering of the plans of the first. In all such properly conducted factories a considerable part of the time and much thought are given to the lay-out of the advertising and to the production of suitable reading matter; and a large proportion of the firm's money is usually spent upon the printing of leaflets, showcards, catalogues and lists. Do the sales managers trouble themselves as to what becomes of these various printed papers? They will generally make a great point of seeing all the revised proofs, and will put their "O.K." to them; they will very often have copies of everything sent to the sales office for inclusion in the files; they will also instruct the selling force to send them out to customers—and there the matter ends. Nobody seems to care any more. The printing department will rattle off about 10,000 copies of each for its first edition; these go out into the wide world, and everybody concerned seems pleased and satisfied. But where do they all go? If they are for distribution from house to house, they are pushed in threes and fours into the letter-boxes and are used for firelighters, unless they happen to be illustrated; then they may get into the nurseries to be used on a rainy afternoon. If they are envelope stuffers, five or six, all exactly alike, are stowed into most of the envelopes and are dropped, *en bloc*, into the waste paper basket by the recipient, who obviously has the same contempt for them as is evidenced by the sender, who appears to be longing to make room for something else. If they are printed envelopes and one is enclosed with a letter for reply, it is thrown away because the repplier prefers to use one of his own envelopes carrying his own advertisement.

LEAFLETS AND LISTS AS PACKING MATERIAL

A firm lately received three cases of goods; two were packed in the ordinary way, but the third was packed with leaflets and lists, dozens of them, all up to date. This was not a question of supplying a wholesaler or retailer with matter for distribution to customers; it was just sheer, blatant waste of printed paper. The goods ordered by the wholesaler or by the retailer, as the case may be, even when sent to quite small businesses, usually arrive in company with stacks of expensive paper and cardboard advertising material, and in most instances it all goes either into the warehouse or "kicks about" the shop until it is swept up to be sold for waste paper. Tons of good stuff is thrown away; thousands of pounds of good money is dropped into the dust destructor in the course of a year, and no one appears to worry about it. Many and many a time in the back premises one has seen large quantities of beautiful cut-outs, framed pictures, and less expensive advertising matter piled up in heaps and wasted. Catalogues that may have cost many pounds to produce are received by dealers in scores; some are never opened, some are dropped under the counter or in the cupboards, some are just flung away at once without even a glance. When a fresh consignment of goods is required the order will be given to the traveller, who will quote the prices from his copy of the catalogue. All this sort of thing is received in such huge quantities by the shopkeepers and others that they cannot possibly use one-tenth of it; they pick out a few of those that appeal to them and throw away the remainder. Is it too much to estimate that 90 per cent. of the money spent on such advertising is useless? The whole business of the distribution of printed advertising needs to be overhauled; wholesalers and retailers alike should be asked to give some sort of idea of their requirements in this respect. If people will go to the trouble of writing in to state that their wishes are to be supplied with certain specified things, it is almost a probability, certainly it is a possibility, that they will make a fairly good use of what they get. A few months of this practicable economy, and the sales manager will begin to discover that the advertising department is not spending its full allocation of funds; he will then be enabled to look round for some method whereby he can utilise this excess money to best advantage. There is,

perhaps, a good deal to be said in favour of an advertising campaign on the hoardings. It is being constantly proved to be exceedingly profitable, although the cost is admittedly high. Another idea that has been found to yield very useful results is an intensive campaign in local newspapers run in conjunction with specialised window displays. If both these campaigns are merged into one, a great increase of business is generally recorded. There is another matter to which the attention of both the sales manager and the advertising manager should be directed, the duplication of posted advertisements. It never pleases a prospective customer, no matter to what class he may belong, to receive a second copy of a catalogue or announcement. The duplicate is thrown away, and the prospective customer is left wondering how much cheaper the goods might have been if less money were wasted on duplicated matter. The mailing-list should be carefully scrutinised from time to time, and "dead wood," including "seconds," cut out. By concentrating on much smaller quantities of really good showcards, etc., and by the exercise of greater care and judgment in the disposal of these, many firms would be able to reduce their publicity spending without lessening its efficiency.—FRED. GROVE-PALMER.

The Fitting and Wearing of Trusses

PRACTICAL directions for fitting and wearing trusses are given by W. Mc A. Eccles in the "British Medical Journal" (July 28, 1928). In measuring for an inguinal hernia, the tape must not pass horizontally round the pelvis—a mistake very frequently made—but obliquely, because when applied the truss has to lie obliquely. Therefore the tape must be placed high up behind, at the base of the sacrum, just below the anterior superior spines at the sides, and at the level of the upper part of the symphysis pubis in front. It is extraordinary how few know where this latter point really is, so many placing it much lower down than it actually exists. No attention should be paid to any "ring," partly because it is only confusing to do so, and partly because such rings do not exist. When measuring for a single truss the actual measurement taken is the right one to forward to the truss maker. If the patient requires a double truss, it will be well to add an inch to the actual measurement, as a double truss does not give at all. In a truss with a metal spring and pad there are two chief causes of complaint. One is the friction and the pressure of the spring over the parts behind on the back, and at the sides below the anterior superior iliac spines. In thin subjects it is sometimes difficult to secure complete comfort at first, but it is wonderful how soon, with patience and perseverance, discomfort disappears. The other cause of trouble is the actual pressure of the pad or pads at the site of the hernia aperture or apertures. Much of this is due to faulty construction of the pad or a wrong direction of the curve of the spring. Both can be overcome by a little knowledge of the proper manufacture of a truss. The author has been using a honeycomb rubber facing to the pad beneath the chamois leather covering. This is a sponge, consisting of a multitude of air cells, and it not only exercises a soft pressure, but tends to mould itself to the body. The idea has not been patented, and is to be commended. The improper curve of the spring should not occur if the truss has been properly constructed. Close attention must be given by the wearer to keep the skin clean and dry. Ointments, vaseline or cold cream must be rigidly forbidden, but a little friction with methylated spirit or eau de Cologne, night and morning, for the first few weeks tends to harden the skin and keep it fairly aseptic. In addition, a light powdering each morning, after the application of the spirit, with a powder consisting of one part of boric acid, one part of zinc oxide, and two parts of fine starch powder, is helpful to keep the skin dry where the pads press. Not infrequently the application of a truss to an easily reducible but large hernia will render a subsequent operation more simple and more sure of satisfactory results.

New Year Displays

FOLLOWING the Christmas activities, many chemists are inclined to slacken off a little on the retail selling side, while others allow stocktaking to absorb all their attention, and, for either or both of these reasons, there is a tendency to let the window look after itself for a few days. This is a rather short-sighted policy for two reasons. In the first place, for at least a fortnight after Christmas, most householders are entertaining. The result of all this is that there is always arising last-minute needs, for which the chemist will be well-advised to cater. Among other lines to which attention should be drawn are hot-water bottles, bath-room necessities, household remedies, and so on, with which should be incorporated a fair sprinkling of Christmas decorations (these should preferably be different from those used in the Christmas window), and one or two New Year Greetings. This will need no emphasis to readers north of the Tweed; but all south country traders are not all cognizant with its importance. To Scots, the New Year festivities are of more importance than Christmas, and they are keenly receptive to any suggestions which will add to the enjoyment of a "guid" New Year's Eve. Particular attention should be paid to the appearance of both the interior of the shops and the windows over the New Year period. Cut out all Christmas greetings; but let the window retain much of the gaiety, and bring a really bright New Year element into the display. One good idea is to link up the goods exhibited with New Year resolutions. Here are some practical suggestions: People have heard a lot about British goods and Empire products during the past twelve months. A large showcard in the centre of the window, or a streamer-right across the background, might be introduced, bearing the words: "One good resolution: Buy more Empire Products during 1929." In connection with these special New Year displays, force is added to the appeal if a hanging electric sign is introduced. This tends to attract a greater degree of attention after dark. Many varieties of these may be obtained, and the signs themselves may be retained in use, after the appeal has served its purpose, by merely changing the glass plates. For the low window which does not allow space for the hanging sign, it is a good plan to make use of a sign which can be fastened to the top shelf by means of a clip. This type provides excellent facilities for illumination as well as publicity, the electric light being hacked with opal glass, which acts as a powerful reflector. These shelf-signs are made of brass, finished in Georgian bronze, and are supplied complete with porcelain lamp holders, for use with a linolite lamp, and a black and white lettered panel into which any wording can be introduced relative to the season or the goods displayed. It is as well to show as extensive a range of goods as possible without overcrowding, and, at the same time, advantage should be taken of the opportunity to invite new customers to commence their purchases with the New Year. Displays which introduce a New Year atmosphere in this way, and which link up with good resolutions, might well be used in the window for the first three weeks of the year. There is nothing like topicality for arousing interest and bringing in new customers. For the first two or three weeks of the New Year, too, a very favourable impression can be created locally, if a small card-size advertisement is put in the local Press, wishing local residents "A Happy New Year," thanking them for the support which they have given to the business in the past, and stating that, with the increased facilities which have been installed for giving them an even better service, a continuance of the happy relations is hoped for during the coming year.

CO-OPERATIVE SOCIETIES' TURNOVER.—Plymouth Co-operative Society reports sales in the drug department during the past half-year amounting to £9,032, an increase of £1,186 on the previous corresponding period. —Coventry and District Co-operative Society reports drug-department sales for the half-year ended September 4 last amounting to £3,215. Sales in the drug department of the Worcester Co-operative Society for the quarter ended September 18 amounted to £1,174 8s.

Factors of Success

A FIRM of retail chemists, well established in an important city, decided to open up a branch establishment in a neighbouring town. A commodious new shop, well located, although just outside the recognised shopping area, was taken. The chemist appointed to manage the new branch had been with the firm all his business life, and was at this time rather under middle age. He was a virile and go-ahead person, and it was thought he would be just the man to open up and develop the new establishment.

For a time he fulfilled expectations, and the new branch flourished. Then came a period of stagnation. The manager worked hard and had faith in his ability to pull things round. To some extent he proved to be a true prophet. The period of stagnation came to an end, but was replaced by one of fluctuations, the receipts rising one week and falling the next. Then the head of the firm died, and his sons decided to close the branch and rest content with the main establishment. The manager was offered a post at headquarters, but he had a fancy to remain where he was; he took over the remainder of the lease, and ran the business on his own account.

He worked very hard to make a success of the venture, but he failed to make headway. On the contrary, trading showed a downward tendency, and although the falling off was not marked, it was persistent. The erstwhile capable manager did not appear to advantage in the guise of proprietor, and he soon discovered that it is one thing to manage a business for someone else, and quite another thing to run it on one's own account. For one thing, capital was needed for the development of the business, and he had very little of this. The inauguration of the business had been upon somewhat ambitious lines, and there was little opportunity for subsequent retrenchment. As it had been started, so it would have to continue; but the new proprietor discovered that what would have been possible had the business still had the monetary backing of the original proprietors was practically impossible now. He would not admit that he was beaten, or that his responsibilities were too heavy. He might have received help from his old employers had he approached them, but he never asked. He stuck to his task with grim persistence, and for three years he struggled on, just keeping his head above water. The strain began to tell upon him.

About this time the lease of his shop fell in, but he refused to renew. Instead he leased a shop in a more obscure locality, where there was no immediate competition, and here he determined to make a fresh start. He wisely determined to fit himself in his new surroundings, and no longer aspire to the rôle of a leading trader. He set out to study the peculiar requirements of the district, and how best to cater for them, and before he had been in the locality twelve months he had established a snug little business. He was once more the keen business man of old, but with this difference, that he did not attempt more than he could manage. He accepted a setback philosophically, and was calmly confident of his ability to put things right. He advertised regularly in the local Press, but he preferred "small" to the big-space advertising. In about two years his shop became well known throughout the locality, and, although there was nothing ostentatious about the display, it proved attractive to many customers. The chemist was at last in his true element. He was the master of his business, instead of the business being master of him.—W. H. (30/10).

LONDON APOTHECARIES' HALL RESTORATION.—A fund has been started for the purpose of restoring the Hall of the Society of Apothecaries of London, in which the death-watch beetle has caused damage. It is estimated that the cost of the work will be £20,000.

THE ART OF DISPENSING.—At a pharmacists' meeting in the North, recently, a member said that difficulties resolved themselves as one proceeded, sometimes in unexpected ways. He knew an examination candidate who was struggling with a very refractory pill-mass and sweating copiously. Just when about to give up in despair a drop of perspiration from his nose fell into the mortar, and soon he had a fine plastic mass.

Marriages

O'GRADY—GRIFFIN.—At St. Michael's Church, Dun Laoghaire, on November 6, by the Rev. Canon Murphy, P.P., Edward O'Grady, M.P.S.I., third son of Mr. E. O'Grady, Glasheen, Waterford, to Maureen, only daughter of Rowland Hamilton Griffin, Kilkenny.

Silver Wedding

FENTON—BAXTER.—At Coatbridge, on December 2, 1903, Peter Fenton, chemist and druggist, Largo, to Elizabeth Armour Baxter. Present address: "Shenir," Benochy Road, Kirkcaldy.

Deaths

ADAMSON.—On November 29, Mr. William Adamson, retired chemist and druggist, Southall. Mr. Adamson, who qualified in 1895, was in business at 80 Western Road, Southall, for some years; on account of failing health he disposed of his business recently to Ascott's Pharmacies, Ltd. He leaves a widow.

BROWN.—At South Molton, on December 4, Mr. Sidney Stucky Brown, chemist and druggist, aged fifty-nine. Mr. Brown was a member of the technical education committee, and had served as a town councillor. He was also a Past Master of Fortescue Mark Lodge No. 9, a Past Master and secretary of Loyal Lodge of Industry, No. 421, and a member of Royal Arch Chapter, No. 251. Mr. Brown leaves a widow and a daughter.

HIRST.—On December 10, suddenly, Mr. Tom Eastwood Hirst, chemist and druggist, 9 and 10, Carr Lane, Slaithwaite, Huddersfield, aged forty-eight. Mr. Hirst served his apprenticeship with Alderman S. Stephens, chemist and druggist, Milnsbridge, and had been in business for himself for many years.

MACKENZIE.—At 16 Gillespie Crescent, Edinburgh, on December 10, Mr. William Graham Mackenzie, Ph.C., late head of the chemistry department of the Royal Dispensary, Edinburgh. Mr. Mackenzie passed the Major examination in 1891.

MARLEY.—At 1 Wirral Mount, Wallasey, on December 4, Mr. James Marley, M.R.C.S., L.R.C.P., chemist and druggist. Dr. Marley passed the Qualifying examination of the Pharmaceutical Society in 1915, and gained his medical diplomas in 1923.

MERRIKIN.—The death occurred, on November 2, of Mr. Sydney Herbert Merrikin, Ph.C., of Morrinsville, New Zealand, aged fifty-three. Mr. Merrikin, who was born at Utterby, Lincs., was apprenticed to John Bell & Co. Later he joined Evans Sons Lescher & Webb, Ltd., and during the Boer war was sent to South Africa to watch over the firm's interests. In 1907 he came to New Zealand as Messrs. Evans's representative for the Dominion and Queensland. Six years ago he purchased a business in Morrinsville.

PARKIN.—At Market Place, Doncaster, on December 2, Mr. Charles Parkin, chemist and druggist, aged eighty-one. Mr. Parkin, who was born at Wortley, went to Doncaster in 1871 as assistant to Mr. James Howorth, and six years later entered into partnership with him. On Mr. Howorth's retirement Mr. Parkin continued the pharmacy on his own account. He was in business at Doncaster for fifty years, and one of his sons, Mr. F. A. Parkin, Ph.C., had of late been associated with him. Mr. Parkin, who was in his shop two days before his death, is survived by two sons. The funeral took place at Christ Church on December 5. In addition to the members of the family and the business staff, the following pharmacists were present:—Mr. E. A. Collings, Mr. H. H. Greenfield, Mr. H. W. Shaw, and Mr. Harry Stiles.

SMITH.—At 9 Braidburn Crescent, Edinburgh, on December 8, Mr. William Gardner Smith, Ph.D., B.Sc., an examiner to the Pharmaceutical Society of Great Britain, and for eleven years lecturer in botany in the University of Leeds. Dr. Smith went to Edinburgh in 1908 as head of the biology department of the Edinburgh and East of Scotland College of Agriculture.

Trade Notes

KODAK, LTD., Kingsway, London, W.C.2, are issuing a striking coloured window poster (30 in. by 20 in.) calling attention to the Kodascope.

CELTEX TOWELS.—Southall Brothers & Barclay, Ltd., surgical dressings manufacturers, Birmingham, announce that Celtex towels (sizes 0 and 1) are now obtainable in packets which retail at 6d.

ABIETSAN SOAPS.—The Abietsan Manufacturing Co., Ltd., Concordia Works, Managers Street (off Preston's Road), London, E.14, have lately placed on the market three kinds of medicated toilet soap, namely, pine-needle oil, birch tar and pine tar.

STERILISED BOTTLES.—United Glass Bottle Manufacturers, Ltd., 40-43 Norfolk Street, Strand, London, W.C.2, will shortly be able to supply cork-mouth and screw-mouth bottles ready washed and sterilised. Further details will be found elsewhere in this issue.

THERMEGA PRODUCTS.—Sparklets, Ltd., Radnor House, 93 Regent Street, London, W.1, have been appointed distributing agents for the Thermega electric blankets and pads. These articles are made at the Sir John Milner Homes, Leatherhead, by disabled ex-Service men.

HIRST, BROOKE & HIRST, LTD., manufacturing chemists, Millgarth Mills, Leeds, have sent us a copy of their latest catalogue of druggists' sundries. Compared with its predecessor, the new list contains eighty-seven pages instead of fifty, and appears to have an even greater proportion of illustrations. A copy may be obtained on application.

A MEMORANDUM BOOK.—Coates & Cooper, 41 Great Tower Street, London, E.C.3, offer to send *C. & D.* subscribers a copy of the "Physician's Memorandum Book," issued by Reed & Carnrick, for whose products they are the distributing agents. The book, which measures 7½ in. by 4½ in., is in the nature of a diary for 1929, with each page devoted to two days.

CULTIVATION OF ENGLISH PEPPERMINT.—J. & G. Miller, herb growers and distillers of essential oils, Mitcham, Surrey, have published an interesting eight-page brochure on this subject, and will send a copy to anyone interested. The information is concise, the seven illustrations representative, and the block in natural colours on the front cover is in effective relief with the buff background.

LEAFLETS on "How to Keep Your Dog Fit during Winter," for free distribution by chemists to their customers, have been prepared by Bob Martin, Ltd., Southport, and supplies can be obtained either direct or through the usual wholesale suppliers of proprietary medicines. The leaflets are packed in a container suitable for counter display, as will be seen in the advertisement pages in this issue.

TEROFLOR CAPSULES provide a novel method of applying an oily antiseptic to the nasopharyngeal surfaces. According to the published formula the capsules (which are made of gelatin) contain, among other ingredients, cedrene, pinene, anethol, terpineol, camphoric anhydride, cineol and linalyl acetate. For use, the end of a capsule is cut off and the contents injected into the nostrils. Ten capsules are packed in a box, and the agents for them in Great Britain and the Irish Free State are Wilcox, Jozeau & Co. (Foreign Chemists), Ltd., 15 Great St. Andrew Street, London, W.C.2.

Information Department

INFORMATION WANTED

Postal or telephone information with respect to makers or first-hand suppliers of the undermentioned articles will be appreciated

W/412. Bonin (for dental use)	E/1121. Granvitae
B/712. Bridgewater bath brick	B/612. Morrison's skin plaster
H/1112. Ever Hot Bottle (present address)	B/1012. Neovaserol
F/1012. Formaquettes	E/1121. Penrhos pills
E/1121. Haemorrhoid suppositories	B/612. Rossop liquid silk
	E/1112. Sawyer's cough mixture

Observations and Reflections

By Xrayser III

Practical Advice

was given to the members of the Exeter Branch of the Pharmaceutical Society, by Mr. Colin D. Ross, when he urged them to co-operate more closely with farmers (*C. & D.*, December 8, p. 596). As he pointed out, the application of remedies for insect and fungoid pests, as required nowadays in up-to-date farming, involves the purchase of large quantities of material for which the chemist and druggist is the proper source of supply. It follows, therefore, that chemists need to be adequately informed respecting the various pests, so that they may be in a position to advise their farmer customers whenever necessary. No less satisfactory position can be imagined than that we should drift into the habit of simply handing out what is asked for in such instances, because such a course naturally leads to the assumption that anyone can do what the chemist does if he contents himself with acting as a channel for the supply of other people's goods. We ought, as a matter of course, to make ourselves so fully acquainted with our customers' needs that we can give them expert advice on every occasion when required. This applies particularly to the class of business which Mr. Ross would have chemists encourage, but it is none the less applicable in manufacturing centres and generally. It happens that I have quite recently had occasion to refer to the *C. & D.*, of March 31, for information about insecticides, and I can personally vouch for the help you give us in connection with agricultural and horticultural matters.

Medicinal Use

of a substance surely makes it a medicine, and I welcome your report of the address on the medicinal use of vitamins, by Professor A. J. Clark (*C. & D.*, December 8, p. 704), because his very definite statements on the subject must count for much in helping towards settlement of a vexed question. Not only did Professor Clark speak of vitamin concentrates as medicines, but he also referred to them as drugs, and, as everyone ought to know at this time of day, they are substances or preparations for which there are no substitutes. It is wonderful how soon after the existence of vitamins was discovered they have established their claim to be regarded as essentials to healthy life. They are, of course, best taken as constituents of natural food, but the conditions under which we live render it easy for any of us to suffer from deficiency of one or the other of them. Deficiency diseases have come to be recognised as requiring serious treatment which cannot be provided by old-fashioned drugs, and it has equally come to be recognised that vitamin concentrates are, as Professor Clark put it, of obvious value in acute deficiency diseases. He added that the rate at which these concentrates produce beneficial results is astonishing, and that the need for their use as preventives of disease is a much more important question than their use as remedies. Finally, he referred to the possible ill-effects of taking vitamin concentrates to excess. Reasonable care must be taken in administering vitamins, but the margin of safety, we are told, appears to be greater than in the case of most drugs. After this, I think, there can be no question of the fact that vitamin concentrates must be definitely regarded as constituting part of the modern *materia medica*.

An Advisory Committee

is, you report (*C. & D.*, December 8, p. 689), to be set up for the purpose of advising the Minister of Health in regard to questions arising as to foods and drugs. Let us hope that none of the representatives selected will be cranks or would-be dictators of what panel practitioners may or may not prescribe. It irks me to read of doctors who have never been in practice posing as authorities on what may be prescribed by actual practitioners who base their procedure on the results of long and successful experience. What is required is the considered opinion of those who

know what they are talking about. If this view prevails upon the advisory committee which is to be established, it ought not to be so very long before the Government finds it necessary to provide more money for drugs and medicines prescribed for insured persons.

It would be,

I suppose, a rather difficult undertaking now to make a collection of handbills advertising proprietary medicines. Those which are used at the present time could no doubt be assembled with the goodwill of the various manufacturers, and would be interesting, because not a few of them retain characters which tell of times passed out of the recollection of the oldest inhabitant. The opportunities of obtaining those issued in the eighteenth and seventeenth centuries are rare. Has anyone succeeded in securing a sufficient number of these to justify the designation of a "collection"? The odd ones I happen to have were found between the pages of old books, picked up from time to time. An interesting specimen has fallen into my hands this week in this way. It is a single sheet of paper (9½ in. by 6¼ in.), the upper half of which is adorned with a beautiful woodcut of the arms of King William III. It sets forth the virtues of one of the numerous cephalic waters so popular in those days in these terms:—"A most Excellent Cephalick-Water or Liquid-Snuff, being the same that was Prepar'd for our late Gracious QUEEN [Queen Mary, consort of William III] by Mary Bennet, Her Majesty's Sworn Servant in Ordinary, and Published by her Majesty's Authority. Price 6d. or 12d. the Bottle." Then follow the instructions for its use by snuffing up the nose and bathing the temples. Among the ailments which it was to cure were "Swimming in the Head, Giddiness, Dizziness, or Vapours proceeding from immoderate Drinking." On the other side of the sheet are the names and addresses of persons from whom this royal remedy could be purchased. There are between forty and fifty agents, of whom the great majority are stationers and booksellers. Among the London names is that of Garraway, already famous as an advertiser of tea on its first introduction into this country. The date of issue of Mary Bennet's circular must be about the year 1700.

The Progress

of medical science has been along a road dotted with the graves of men who have voluntarily undertaken risks which they knew would carry them face to face with death. Hardly a month passes without our hearing instances in which the final penalty is cheerfully paid. Quite recently a brilliant surgeon lost his life in experimenting with nitrous oxide mixtures for anæsthetic purposes, and within the last few days we have had brought to our notice the case of Henry Hill Hickman, who a hundred years ago was engaged in precisely the same research, whose death was probably greatly hastened by the disappointment he suffered because his striking results were contemptuously received by his professional brethren. Following upon the remarks made by Lord Dawson of Penn at the recent dinner of the Royal Medical Society, "The Lancet" this week gives some particulars of Hickman. He was born in Shropshire in 1800, was qualified in 1820, and practised at Ludlow. His experiments consisted in administering diluted nitrous oxide gas, with the exclusion of atmospheric air, to dogs upon which he performed amputations and noted the times in which the wounds were healed. He was most successful in these operations, but his medical brethren refused to be parties to his work, and denounced his views as dangerous and useless. As the medical Press would not accept his reports, he was compelled to take a step which would now be considered highly injudicious; he wrote an account of these experiments and sent it to a lay friend, who published it as a pamphlet. This was of no avail, and efforts made by him in Paris to a like end were equally unsuccessful. He returned to England a disappointed, broken-hearted man, and died at the age of thirty. It is now proposed to make some amends to his memory by means of a portrait and a memorial tablet, and in other ways. "Experimentum periculosum!"

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Editorial Articles

Income-Tax Assessments and Appeals

At this time of the year the taxpayer receives the Notice of Assessment which points out the amount of his assessment for the year 1928-29, and the amounts of tax which fall due on January 1 and July 1, 1929. The notice must be carefully examined, as any appeal against the figures contained in it must be made within twenty-one days of the date shown on the notice. Assessments are made by the Commissioners for the district and are based upon evidence furnished by the taxpayer and estimates made by the assessor. The taxpayer by sending in copies of his profit-and-loss accounts may have agreed on the figures beforehand with the local inspector of taxes, but if no evidence of his profits has been given he may receive a Notice of Assessment showing a figure in excess of the profits which he considers he has made. In the first case the notice must be examined carefully to see that the figures tally with the amounts shown by the taxpayer's accounts. If there is any difference, an appeal must be made. In the second case, the taxpayer must decide whether he will accept the figure of the estimate or whether he will appeal against the assessment. Directions as to the making of the appeal are given on the Notice of Assessment, and they should be followed carefully. The Commissioners who hear the appeals usually require some evidence in support of the taxpayer's contention that the assessment is too high, and the best evidence, of course, is in the shape of accounts. It must be remembered that the assessments have been made by a body of local Commissioners, and that the appeals are considered by another body of local Commissioners, who, although different from the first, are not willing to upset the estimates of their colleagues without proper proof that the amounts included in the assessments are too high. A period of twenty-one days is given in which to make an appeal against the amount of an assessment, and if this period is allowed to pass without the necessary appeal in writing being made, the taxpayer has no redress. If, however, he has been assessed on too high a figure through an error in his return or in his accounts, he can make an application to have the error corrected under Section 24 of the Finance Act, 1923, and he can apply for such a correction for a period of six years after the end of the year in which the error occurred. If the taxpayer finds that he has suffered an assessment in excess of the proper amount, and he can prove that there has been an error on the part of the Revenue authorities, he will also be able to obtain redress. An assessment on a figure in excess of that shown by his accounts can be corrected in this way if the amount of the assessment had already been agreed on before receipt of the Notice of Assessment. The position is not so clear in the case of a taxpayer who usually produced accounts, but who has not settled the amount of the assessment with the inspector, and who has omitted to make an appeal. If the accounts had been lodged with the inspector before the notice was received, the taxpayer may have no redress technically, but it does not follow that an application to have the assessment made on the profits shown by the accounts will be

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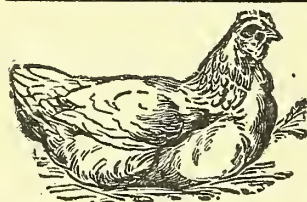
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refused. No claim for any reduction can be made, however, where the taxpayer finds the assessment has been fixed at an amount in excess of his own estimate of his profit unsupported by accounts. There is no question of error in a case of this type. In conclusion it must be stressed that the Notice of Assessment must be scrutinised carefully, and, further, as the Notice is sent to the taxpayer personally he should send it to his accountant if he is in the habit of employing one.

The Bismuth Outlook

ONCE again the outlook for bismuth has lately given rise to more conservative views in merchant trade circles, based on the potential production and the growth of competition, outside of the Bismuth Association. Attention to this has been drawn on certain occasions in our columns when dealing with the position of the metal. The last occasion was on July 14 (p. 43), when the Bismuth Association reduced the price from 9s. to 7s. 6d. per lb. Facts then were given pointing to the tendency of supplies to increase from certain Continental sources outside the Bismuth Association, and new developments were mentioned regarding the exploitation of 'bismuth resources of the British Empire', including British Columbia. It was suggested that these developments may have eventually an important bearing on the market. Considerable significance may now well be attached to additional information which has been disclosed by an American trade authority regarding the freer selling of the metal from uncontrolled sources. This has not been confined to the European, but has also spread to a large extent in the American market. While metallic bismuth has remained unchanged in value, some keen competition has been noted in bismuth salts in the United States, where the market has been considerably upset, thus resulting in price-cutting by the makers, acting on the expectation of a decline in the metal, although under normal conditions the regulation of manufacturers' prices for salts is subject to the basis price of the former, if regular and satisfactory working conditions are to be assured. It may be recalled that four years ago there was such an unwieldy accumulation of metal on this side that the official price was drastically cut down to 5s. per lb., which was the lowest on record, but it was forced up again to the extreme figure of 12s. 6d. by the end of the following year, only to be again repeatedly reduced to the current price of 7s. 6d., which figure was preceded by an exceptional rally of 1s. in February last from 8s. to 9s. per lb. It is well-known that for a lengthy period the large Bolivian resources chiefly owned by the Aramayo and Patiño groups have been the dominating factors, but their exploitation, which could probably at any time be considerably extended, has been under the close control of the members of the Bismuth Association. World consumption has been at a certain progressive rate, having been estimated at about 270 tons per annum, but accumulations of the metal on this side have undoubtedly been on the increase during the last year or two, being placed at 460 tons at the opening of this year. The resort to price-cutting through the selling agents of the Association is probably being deferred as long as possible, or until the selling pressure in the outside market becomes sufficiently pronounced to seriously interfere with their outlet to regular customers. American consumption is placed at roughly 160 tons per annum, or close on 60 per cent. of the total world's requirements, but a factor of growing importance is that domestic production has been increasing since it was first initiated in 1909 from the refining of the residues accrued from the electrolytic treatment of lead bullion. There are now two large concerns in the United States (one of which is the U.S. Smelting, Refining & Mining Co.), who run lead refining plants by the elec-

trolytic process, and whose methods of recovering the bismuth in connection therewith have been so successful that the domestic market is now apparently, much less dependent on imports from abroad. Evidence to that effect, is afforded by the fact that American imports which for 1925 amounted to close on 100,000 lb., have been practically cut in half during the last two years, while the returns for last year were only 47,732 lb. This is certainly a matter which has aroused considerable attention, especially in view of the larger American producers having recently reduced their price below the equivalent for the London official quotation, including the $7\frac{1}{2}$ per cent. duty. There is little doubt, therefore, that American importations of bismuth from this side will continue to dwindle to negligible dimensions, and that also in the not distant future similar competition will become manifest from Canada, where, as we have previously mentioned, the Consolidated Mining & Smelting Co., of Canada, recently decided to erect a plant for the recovery of bismuth similar to the recovery of cadmium from their zinc-smelting installations. This plant, which had been expected to be completed this year, is possibly already in operation. The fact may be mentioned that the operations of this big Canadian concern in lead and zinc combined, apart from other mineral wealth, have risen by leaps and bounds within the last few years, and thus constitute a valuable addition to Empire resources.

Five Years' Propaganda

IN the many discussions that have arisen on the collective advertising of pharmacy there has never been, so far as we remember, any clear consensus of opinion as to whether pharmacy should be treated for this purpose as a trade, as a profession, or as both. For this reason the "Report by the Secretary for Education on Progress in Dental Health Education, 1924-1928," appended to the minutes of the meeting of the Dental Board of the United Kingdom held on November 15, is of particular interest. By its very constitution the Board had to proceed with the utmost circumspection in embarking, in November 1923, on a campaign of propaganda; the report, indeed, goes further and adds: "The very erudition of the individual members and their desire for meticulous accuracy in the announcements they issue militate against the production of those striking forms of publicity which tend to catch the public eye." If it is objected that this attitude results in publicity once removed rather than in propaganda in the ordinary sense of the term, the reply is that, at all events, the five years' experiment of the Board has been conducted entirely as the effort of a professional body consisting of professional men. The cost to the Board has been between £4,000 and £5,000 a year, and this amount has been supplemented—largely, it may be supposed—by other bodies and by manufacturers. The Dental Health Education Committee of the Board quickly arrived at the conclusion that Press advertising was too expensive, and decided "to allow things to take their normal course" by waiting till a demand for articles or some other form of propaganda in the Press should make itself felt. The seven channels selected by the Committee for its operations are cinema films, a book for teachers, leaflets, lectures, lantern slides, posters, and dental exhibits; and on each of these the report makes informative comment. The general conclusions arrived at may be summarised in the following quotation:—

"There is no doubt that the demand for the educational material which the Board provides is increasing. It is difficult to make a more definite statement than this. The value of the work carried out by films displayed, lectures given or leaflets distributed cannot be judged by a mere recital of statistics. . . . The best methods to employ can only be discovered by practical experience."

The estimated income of the Board for the current year is £43,570: on this basis the expenditure on propaganda amounts to about 10 per cent. of the total receipts. Responsible leaders in pharmacy who are thinking of embarking on collective propaganda may with advantage study this well-written report.

The Duty on Acetone

It would appear that there is some confusion as to how, if at all, the acetone market is likely to be affected by the re-imposition of Key Industry Duty on R. acetone, fermentation acetone and synthetic acetone as from January 1 next. These three items were exempted from duty during 1928, because they were not being produced in this country, but, now that the Distillers Co., Ltd., are proposing to manufacture, the Board of Trade have, in accordance with the Exemption Clause in the Finance Act of 1926, decided to restore them to the list of articles chargeable with duty to become operative on New Year's day. Statements have appeared in a contemporary that in consequence of these alterations in the position, *all* imported acetone will be dutiable next month and that prices are therefore likely to advance. This is not correct. The three grades mentioned in the Board of Trade notice will certainly be dutiable from the date mentioned, but, as there have been practically no imports of synthetic or fermentation acetone for some months, the reintroduction of import duty is unlikely to affect the position here. Acetone imported from the Continent is made from acetate of lime, and is not covered by either of the three classes shortly to become dutiable. Ever since the introduction of the Act in 1921, acetone produced from acetate of lime of B.G.S. quality has been a free import and will continue so. Had supplies of acetone continued to come to hand from the United States as was the case up to last summer, when it was selling on this market at very low prices, with which the Continent found great difficulty in competing, the re-imposition of duty on the American fermentation material would, undoubtedly, have brought about a sharp advance in price. But it must not be forgotten that supplies from this source failed while importation was free of duty, and prices for the Continental acetone were adjusted to higher figures at that time, viz., in August last (*C. & D.*, September 1, p. 284). While the new conditions for importing that come into force on January 1 next do not alter the position of the market here, there is the possibility of a slight advance in prices which would be justified on the current price of acetate of lime. The new home producer is understood to be coming on the market some time during 1929, but this development in the position is not likely to materialise yet awhile.

The Position of Pharmacy

THE position of pharmacy might aptly be given two definitions—the first, that of a ship's mainmast described by Marryat's immortal Bos'un Chucks as being "precarious and not at all permanent," and the second, that pharmacists are now the privileged purveyors of everything that nobody else wishes to sell. When we say that pharmacy is in a bad way we do not mean ethically, because the ethics of pharmacy for the majority have long passed into oblivion; but we mean that it does not yield an adequate return in £ s. d. for the hours, work and skill involved. This inadequate return depends upon several factors, most of which could be eliminated. Among the foremost of these are total ignorance of overhead charges, bad leadership, bad team work, mutual suspicion, and last, though by no means least, competition from all kinds of untrained and often illegal sources. To take overhead charges as our first trouble, it must be a standing joke to the promoters of various lines to find how easy it is to get their goods distributed by guaranteeing the P.A.T.A. profit *plus* perhaps a small initial bonus in goods for a window show representing valuable advertising space, which properly applied would sell any amount of other goods bearing a vastly greater profit. A knowledge of overhead costs would at once show the average pharmacist that practically the whole of his so-called profit goes in paying his oncosts, leaving only a bare fraction for himself. The writer has had the privilege of inspecting the oncost figures of a representative pharmacy spread over a period of eight years and covering the number of 700,000 customers served. The cost of serving each customer works out to 1.95d. This alone should

demonstrate the futility of N.H.I. work, where each patient requires serving twice, while, to quote from a recent well-known wholesale house journal, their minimum charge for any article is 6d., of which 4d. represents their oncost figure. And we sell Beecham's in penny-worths. A dissection of sales at various periods of the same business shows that patents constitute about 45 per cent. of the total returns with a yield of 20 per cent. gross profit, so that anyone selling £45 worth of patents gets roughly £3 for himself as a skilled distributor.

THE LEADERSHIP FACTOR

What is the remedy? This brings up the second factor—bad leadership. Ignorance on the part of the so-called leaders of business pharmacy must be, and is, the reason for allowing the craft as a whole to render skilled service to the community at a totally inadequate remuneration. To obviate this a conference of our leaders should be arranged with the various county associations to formulate a scheme whereby the question of overhead charges may be fully debated and fixed on a remunerative basis, subsequently boycotting the placing of any article on the market through the hands of the craft unless this established payment or profit is made to us as distributors. Apart from this, every pharmacist should study his own particular position and endeavour not to work for nothing or what frequently amounts to nothing. For example, overhead charges not only amount to so much a year, but to so much a minute for all the time the shop is open. Let us work our own out, and then see if it pays to weigh babies at a penny a time. We now get the question of team work. We have got to have leaders, and we have got to support them; but the apathy of the rank and file produces apathy on the part of the leaders, and without ginger on both sides nothing will happen. We want these leaders to know that pharmacy as a whole is dissatisfied, and it is up to the team to get busy and frame the whys and wherefores of this discontent; but the various reasons can be focused and can and must be dealt with, and every individual pharmacist should locate his own troubles, write down in plain black and white his opinions, facts and figures, and then join in the team work for investigation, and good results will surely follow.

Now for competition. A special window show should be designed capable of being adapted to any chemist's window, consisting of well-got-up, clearly printed talking cards emphasising the value of skilled service, the training necessary to ensure this service, together with a small well-selected display of drugs of the best quality, with cards pointing out that "there is a difference and it is our duty to know this difference, and only supply you with what we know to be the best." This display could be made two or three times a year with good results; but ideas of this kind should be carried out from a central source, so that the advertising of the craft becomes a general instead of an individual attempt. In addition to ordinary competition there is a large amount of unauthorised competition in the number of traders who do not possess patent-medicine licences and, even when they do, sell many articles unstamped which should be stamped. There is also a large trade done in lysol and many other poisons by grocers and others who deliver straight to the customer's door, while clever enough not to show the articles in the shop. All chemists should unite in advising headquarters, who should get in touch at once with the responsible authority, be it the Board of Customs or the Pharmaceutical Society, while in addition we should appoint our own inspectors to tour the country continually investigating the shops which sell the goods properly sold by pharmacists. A few cases publicly dealt with would work wonders. The foregoing are but a few suggestions by which it is hoped that a scheme may be devised whereby our leaders may really lead and our rulers really rule.—LEECHBITE (23/10).

A JERSEY EXHIBIT.—At the recent Trades and Industrial Exhibition, held at Springfield Hall, Jersey, a fine show of toilet articles and nationally advertised goods was made by Piquets, chemists. In another part of the building a large display of veterinary products was made, a feature being their own proprietaries.

Pharmaceutical Society of Great Britain

Evening Meeting in London

ACCOMMODATION in the lecture-theatre was taxed at the second London evening meeting of the present session, which was held at 17 Bloomsbury Square, W.C.1, on December 11. The president (Mr. Herbert Skinner) was in the chair, and supporting him were Dr. Catherine Coward, Professor H. G. Greenish and Mr. H. N. Linstead (secretary). Among others present were Mr. F. H. Carr, Mr. H. Deane, Mr. Norman Evers, Mr. R. Fouracre, Mrs. Freke, Dr. C. H. Hampshire, Miss Hodgkinson, Mr. J. Humphrey, Mr. A. H. Jenkin, Mr. Harry Martin, Mr. A. R. Melhuish, Mr. T. E. Wallis, Mr. F. G. Wells, and Mr. Frank Wokes.

The PRESIDENT, in introducing the lecturer, reviewed the circumstances which had led up to her appointment as biochemist in charge of the vitamin department of the Pharmacological Laboratories of the Society. The president expressed his satisfaction at the progress of the work. The lecture, which was illustrated by lantern slides, was entitled

Recent Research on the Vitamins

By CATHERINE COWARD, D.Sc.

[ABSTRACT]

THE paper commenced with a review of the work of Rosenheim and Webster, Steenbock and Daniells, and other investigators. By means of the technique learnt by ten months' work in Professor Steenbock's laboratory, the Society's standard preparation of irradiated ergosterol was shown to give what Professor Steenbock would have classified as a positive result in the line test in a daily dose of 0.00002 mg., which is equal to a total ten days' dose of 0.0002 mg., that is, 2×10^{-7} gm. Assuming from Rosenheim and Webster's work the presence of only 10 per cent. of vitamin D in this, the dose becomes 2×10^{-6} gm. of vitamin D. A later paper by Kon, Daniells and Steenbock (1928) shows that the amount of energy for this transformation of ergosterol into vitamin D is constant for the rays of wave length 256, 265, 280, and 293 μ respectively; that is, "the formation of vitamin D from ergosterol is thus shown to be independent of the wave length over practically the whole range of selective absorption and to be only a function of the incident energy. There are other workers who still contend that ergosterol is not the only precursor of vitamin D. (Bills, Honeywell, and MacNair, 1928.) Their results, however, do not seem to make it entirely beyond doubt that they had removed all traces of ergosterol from their cholesterol. It is reassuring that the dose of irradiated ergosterol deemed necessary for bringing about ill effects is of the order of 100,000 times the amount necessary for curing really florid rickets.

It is only fair to say that the colour-test has not been proved to be specific for vitamin A, but all the evidence so far obtained indicates that such it is. The assay of vitamin A in other products will in time be possible by this means also, but the method for extracting the vitamin A, even from a substance such as butter, is by no means perfect yet, and until it is, biological tests for this factor in such substances will still have to be carried out. A few weeks ago Professor Mellanby recorded some valuable experiments on what he called the anti-infective property of vitamin A.

It is just about two years since various workers on vitamin B began to obtain definite information on the dual nature of vitamin B, that what had always been considered one substance was, in fact, two. These have been named temporarily B₁ and B₂ by the Accessory Food Factors Committee of Great Britain. Unfortunately, America has almost generally adopted the letters F and G for these two factors, but not all of the vitamin workers over there are of one mind about it, for some of them would prefer to keep the letter B for the antineuritic factor and adopt a different one, F or G, for our B₂. Several people have found that even after giving what they think *must* be enough B₁ and B₂, normal growth has not been established in

rats. Hunt (1928), on this evidence, has postulated the existence of a third member of the B complex, but as he had not apparently standardised either his B₁ (by its action on polyneuritic pigeons), or his B₂ preparations it seems at least possible that his failure to obtain normal growth is due to a quantitative deficiency of B₁ or B₂ or both, rather than to a lack of an unidentified factor different from both of them. A fraction containing much more B₂ than B₁ can be obtained, and also a residue containing both.

Very little work has been done on vitamin C recently. Zilva (1927) has shown that in his fractionation he gets maximum precipitation of vitamin C at pH 7, when neutral lead acetate is used rather than basic lead acetate which he used in his original method. Later in the same year he showed that the reducing action noticed previously in the purest of his antiscorbutic fractions was not due to the antiscorbutic factor itself. Zilva and Hoyle (1927) also showed that their most active fractions contain iron, phosphorus and sulphur, but no manganese. Those present behave on dialysis like the active principle.

Vitamin E is a fat-soluble vitamin, occurring in most natural food-stuffs, and primarily associated with reproduction. Evans's latest work shows that this vitamin also is growth-promoting. Thus all the vitamins (except perhaps vitamin C for certain species of animals) have been shown to be necessary for growth. It has not, however, been shown that any of them have a direct connection with the phenomenon of growth.

The Pharmacological Laboratories of this Society were established primarily for the assay of vitamins A and D in cod-liver oil, but its work has been greatly extended in other directions. The first object has been the improvement of existing methods of assay. A real advance in this direction has been the adoption of a preparation of irradiated ergosterol supplied by Mr. T. W. Webster, of the National Institute for Medical Research, as a standard with which to compare the vitamin D potency of other substances. After nearly two years of work with it, the Medical Research Council has decided to prepare large quantities of similar potency for distribution to other laboratories of the world in order to see how far it may be possible to adopt it as the international standard.

Discussion

The PRESIDENT, in inviting discussion, said he noticed a number of medical men present; others had gained fame as chemical experts; while there were many, like himself, who belonged to the ordinary grade and could quite well be left in the dark. (Laughter.) It had been a most interesting lecture.

Mr. CARR expressed his appreciation of the paper, and congratulated the lecturer on the lucid, simple and interesting way in which she had handled a difficult subject. He was of opinion that research on vitamins was only in the beginning, and the stream of work to date had been ably surveyed. Animals were variable factors, and the time would come when tests would be reduced to an exact science. Vitamin D was of paramount importance from the public point of view, and it was gratifying to consider what a unique position the Society, through the Pharmacological Laboratories, was in to render further knowledge available. It was seldom that the scientist who carried out the work was the one to profit by it. He disagreed with Dr. Coward on the point of the supply of vitamins via the kitchen.

Mr. EVERS remarked that an aspect of the question which was not receiving sufficient attention was the keeping properties of vitamin preparations. Recently he had occasion to examine a specimen of cod-liver oil which was twenty-three years old, and it was noted that it reacted to the colour test for vitamin, showing that at least some was still present. The keeping properties in presence of foreign substances could be studied with advantage.

Mr. F. BROWNE referred to cases of beri-beri which had been noticed in a jail in Hong Kong. It was a curious fact that rice containing 0.4 per cent. of phosphorus pentoxide would not produce beri-beri, and it suggested to him a probable relationship between the pentoxide and vitamins.

Mr. WOKES queried the identity of vitamins as we at present knew them. The chemical evidence brought out in the lecture indicated that vitamins were definite chemical compounds. He understood that the Government had recently issued orders that orange juice for supply to the Navy must be specially tested. It seemed only reasonable that lime or lemon juice should be subjected to a similar test.

Dr. COWARD, replying to the discussion, expressed satisfaction at the way in which the Society had always given her a free hand. Work had been done on the keeping properties of vitamins, but the results must obviously take a long time to materialise. As regards the diet of the ordinary householder, when she spoke of the supply being best obtained via the kitchen she had in mind the vitamins B and C. She agreed that vitamins A and D were most effectively replenished medicinally. It was inexplicable that the Government should institute a test for orange juice and take the potency of lime juice for granted. Butter tested had varied considerably, from 0.5 unit per gm. to 1.4 unit per gm., and it seemed probable that the vitamin-D content was lowest during December, January and February. The vitamin-A content might also vary considerably, but there was so far no way of expressing it in units.

The PRESIDENT moved a vote of thanks to Dr. Coward. Since Dr. Coward had come to the Square she had done an enormous amount of work, and the step taken by the Council in opening the department had been fully justified. The Pharmaceutical Society might well be proud of the laboratories and of Dr. Coward. (Applause.)

Election of Annuitants

A meeting was held at 17 Bloomsbury Square, London, W.C.1, on December 5, for the purpose of electing annuitants to the Benevolent Fund, the president (Mr. Herbert Skinner) in the chair. The following seven persons were elected: Alice B. Balchin, Kate H. Beverley, Marie C. Eaton, Eliza Ann Jones, Ann Llewellyn, Mary Turner, and Anne Jane Warren.

Glyn-Jones Memorial Fund

A circular letter, dated December 7, 1928, and signed by the president and secretary of the Society, has been sent to members inviting further subscriptions to the Glyn-Jones Memorial Fund. After setting forth the purposes to which the fund is to be devoted, the letter continues:—

"Probably many members have awaited for this decision before responding to the appeal. We now ask them to send their subscriptions without delay. All the organisations with which Sir William was connected are combining in this appeal, and we earnestly ask every member of the Society who has not yet subscribed to see that the subscriptions from the Society compare well with those from other sources. No total of subscriptions, however large, can ever be an acknowledgment of what the Society owes to his work. All that we can hope to do is to create a memorial which will recall his name to future generations and which shall be as widely representative as possible. In the hope that every member will send some subscription, however small, we send this second letter drawing your attention to the appeal. Subscriptions may be sent to 17 Bloomsbury Square, and will be acknowledged in the 'Pharmaceutical Journal.'"

Branch Meetings

Cambridge.—The annual meeting of the Branch of the Pharmaceutical Society was held on December 6, Mr. A. B. Barnard (Newmarket) in the chair. The secretary's report and treasurer's report were read and adopted. The chairman gave an address dealing with attendance at business meetings and calling for better support. This was followed by a discussion. The following officers were elected for the ensuing year: *Chairman*, Mr. J. B. Simmons; *Vice-Chairman*, Mr. Scott (Saffron Walden); *Secretary*, Mr. W. Heap; *Treasurer*, Mr. E. H. Church; *Committee*, Messrs. A. B. Barnard (Newmarket), G. B. Barker, S. F. Barker, B. S. Campkin, J. Evans, F. E. Harris (Chatteris), H. F. Hayllas (Hoddesdon), J. S. Milbank (Bishop's Stortford), and J. M. Palmer. In moving a vote of

thanks to the retiring officers, Mr. B. S. Campkin expressed his regret that Miss Norcross could not continue in her office as secretary, and praised highly the efficiency and energy she had displayed; Mr. Barnard was also specially mentioned for the conscientious manner in which he had performed his duties as chairman. Councillor E. S. Peck, seconding, mentioned the appreciation at headquarters of Miss Norcross's work. The vote was carried with enthusiasm.

Huddersfield.—The annual general meeting of the Huddersfield and District Branch of the Pharmaceutical Society was held recently. The officers elected for the session were:—*Chairman*, Mr. F. Russell; *Vice-Chairmen*, Messrs. E. G. Elbourne and R. Sykes; *Secretary*, Mr. Norman Lander, 332 Wakefield Road, Huddersfield. A vote of thanks to the retiring chairman was passed.

Middlesbrough.—A meeting of members of the Tees-side Branch was held recently. The chair was taken by Mr. A. Enock. Mr. N. N. Armitage, member of the Council of the P.A.T.A., and Mr. H. E. Chapman, general secretary, spoke on *The P.A.T.A.—What the Retailer Owes to its Work*. Mr. Armitage stated that he was in business prior to the foundation of the P.A.T.A., and remembered receiving the first issue of the "Anti-Cutting Record," publication of which by the late Sir William Glyn-Jones preceded the formation of his price-maintenance organisation. He emphasised the necessity of pharmacists bringing pressure to bear on manufacturers of proprietary articles which were not yet on the P.A.T.A. List. Mr. Chapman presented a series of facts and figures illustrating the activity of the Association. He described the difficulties that had to be encountered in making price maintenance effective, and referred to the antagonism to the P.A.T.A. system which existed in some non-pharmaceutical quarters. A discussion followed, in which Messrs. Stubbs, Enock, Cariss and Owen took part. On the motion of Mr. Cariss, a vote of thanks to the speakers and an expression of appreciation of the P.A.T.A. was carried with acclamation.

S.E. Metropolitan.—The first social and dance organised by the Junior Section of the S.E. Metropolitan Branch was held at Woolwich on November 29. Arrangements had been made for the holding of games as well as for dancing, and the whole evening was spent in merriment. Spot prizes, kindly provided by the chairman and friends, were given during the evening, great fun being obtained through the presentation of the section's prize, worth a guinea, to Mr. Finch. The prize consisted of a box of Beecham's pills, well disguised with plenty of wrappings.

Warwickshire.—The Warwickshire Branch met at Leamington Spa on November 29. Before proceeding with the business of the meeting, Mr. Hutton, chairman of the Branch referred to the death of Mr. Edmund White, and a vote of sympathy with the family was passed. Mr. Antcliffe, member of the Society's Council and chairman of the Law Committee, addressed the branch on *Pharmaceutical Topics*. In commenting on the work of the Organisation Committee, Mr. Antcliffe impressed on the Branch the desirability of members exhibiting a more personal interest in the work of the Society. Resolutions sent up by branches would be welcomed, carefully considered, and, where advisable, acted upon. In dealing with the Society's examinations, the speaker agreed that the test put before students was now very severe, but pointed out the advantage a candidate now had in being re-examined in a subject in which he had previously failed to satisfy the examiner. Mr. Antcliffe explained the difficulties involved in seeing that offenders were discovered and punished, and pointed out the advantages at present possessed by limited companies which were denied to the individual. The speaker concluded with remarks on the Dangerous Drugs Act, dealing briefly with the balancing of incomings and outgoings, elixir diamorphin, c. terpin., extract and tincture of cannabis indica, veronal, d other substances. A discussion followed. A resolution was passed urging on the Society the advisability of an annual meeting of branch delegates to be held in London. A subscription of £2 2s. was directed to be forwarded to the Glyn-Jones Memorial Fund.

Festivities

London College of Pharmacy Function

THERE was a record gathering of past and present students at the Moorgate Street Station Restaurant, on November 28, on the occasion of the annual dinner and dance of the London College of Pharmacy. Mr. W. F. Gulliver, principal of the College, presided. Mr. Evans proposed the toast "The College," to which Mr. Gulliver responded.

Swansea Social Evening

THE annual whist drive and dance of the Swansea, Neath and Port Talbot branch of the Pharmaceutical Society was held at the Hotel Metropole, Swansea, on November 29. Over 160 attended. Decorations with coloured limelight effects, made the ballroom an attractive scene. Numerous spot prizes and lucky number competitions were also arranged. Mr. Venning, Swindon, was M.C. for the dancing, while the M.C. for the whist was Mr. T. Gwyn Lawrence.

Birkenhead Whist Drive and Dance

UNDER the auspices of the Birkenhead and Wirral Pharmacists' Association, a whist drive and dance in aid of local charities was held on November 29, at the Masonic Temple, Birkenhead. About 200 were present, and Mr. F. C. Cooling, president of the Association, acted as M.C. Miss Cooling presented the whist prizes as follows:—*Ladies*—(1) Miss Picken, (2) Miss E. Smith, (3) Miss E. Barron. *Gentlemen*—(1) Mr. B. Davies, (2) Mrs. Stanbridge, (3) Miss M. E. Price.

Portsmouth Social Evening

THE annual dinner of the Portsmouth Branch of the Pharmaceutical Society was held on November 21 at the Royal Pier Hotel. Mr. G. W. Darling was in the chair. The principal guest was Mr. Herbert Skinner, president of the Society; others present included Mr. Thomas Marns (member of the Council), Alderman F. G. Foster, J.P., councillors Dr. Philip Green and Mr. W. J. Lewis, Mr. R. P. Page (city analyst), Mr. H. C. Sawyer (representing the Insurance committee), and many of the leading chemists of the city and their ladies. The toast of "The Pharmaceutical Society of Great Britain" was proposed by Mr. C. H. Baker, and acknowledged by Mr. Skinner. Alderman Foster proposed the health of the chairman, who suitably responded. "The Guests" was given by Mr. J. W. Rogers, and replied to by Dr. P. H. Green. "The Ladies" were toasted by Mr. F. Hemming, and Mrs. Murray, chairman of the ladies' committee, replied. An enjoyable musical programme was rendered by Miss Hannay, Mr. Aaron Walter, and Mr. Blackman. The duties of organiser were ably carried out by Mr. W. H. Bown, entertainment secretary.

Commemoration Dinner

MR. W. GEORGE WHIFFEN, chairman of Whiffen & Sons, Ltd., London, S.W., invited members of the firm's clerical and factory staffs at Battersea and Fulham to a reception and dinner, held at Arding & Hobbs' Restaurant, Clapham Junction, on December 3. This was the sixtieth anniversary of Mr. Whiffen's entry into the firm, and advantage was taken of the occasion to present him with a silver salver, bearing an inscription. The presentation was made by Mr. C. Jackson in words expressive of the esteem and regard entertained towards Mr. Whiffen by the staff, and the piece of plate was handed to him by Mr. R. Wearing, the oldest factory hand. The company present included Mr. W. George Whiffen and Mr. Thomas J. Whiffen, governing directors, Mr. G. Goodman Whiffen, Mr. Stanley W. Whiffen and Mr. Noel H. Whiffen, directors, Mr. T. A. Wheatley (director of Beck & Co., Ltd.), Mr. C. Warrington (Tunbridge Wells), Mr. J. B. Jeffery (Battersea), Mr. C. Jackson, Mr. W. F. Durman, Mr. J. Musselwhite, Mr. W. T. Jarratt, and Mr. J. Waitt. In acknowledging the presentation, Mr. W. George Whiffen entertained the company with many interesting reminiscences of the time when he took up his duties at Battersea.

Corner for Students

Conducted by Leonard Dobbin, Ph.D.

Communications should be addressed "Corner for Students, 'The Chemist & Druggist,' 42 Cannon Street, London, E.C.4."

(Concluded from the C. & D., December 8, p. 706.)

L.S.D. and D.O.R.A.—Had magnesium been present there would have been a precipitation of ammonium magnesium phosphate on the addition of ammonium chloride and ammonia as group reagents for the iron group, seeing that the solution already contained dissolved phosphate.

PERCY.—Note that silver phosphate is readily dissolved by dilute nitric acid while silver chloride is not, so that the precipitation of the former in a solution acidified with nitric acid could not occur to obscure the precipitation of the latter. Read the second sentence of the reply to "Glycyrrhiza."

ALQUA.—It seems remarkable that you should report the absence of water, seeing that the water of crystallisation of the sodium phosphate amounted to 6 per cent., while nearly one and a half times as much more was evolved owing to the decomposition of the bicarbonate. Silver phosphate is not precipitated on adding silver nitrate to a solution of a phosphate in presence of free nitric acid.

WEMPA.—You must be careful in drawing conclusions from the results of adding tartaric acid and alcohol to solutions of readily soluble salts, since many of the latter are precipitated from their aqueous solutions by alcohol. In the present analysis the precipitate you obtained did not consist of hydrogen potassium tartrate, but simply of sodium salts.

B. V. J.—The precipitate which you attributed to nickel was no doubt due to iron—either incompletely removed after the (unnecessary) phosphate separation or introduced in the spray from the hydrogen sulphide generator. You ought to read up, or to inquire from your instructor, the reason for boiling an unknown substance with water and sodium carbonate in preparing a solution to be tested for acid radicals, and, in particular, to ascertain when the operation is unnecessary and why this should be so.

OLMANC.—You should have made a more extended preliminary examination by dry-way, etc., methods. We are not able to understand how you reached the conclusions that borate and arsenite were present.

AD LUCEM.—Carbon monoxide accompanied the carbon dioxide evolved when the powder was heated with concentrated sulphuric acid, but the proportion was comparatively small. You were unfortunate in failing to detect the phosphate.

TREBOR.—You should have observed the evolution of water in the dry-way testing. The ammonia was evolved only in small, but still recognisable, quantity when the powder was heated with alkali hydroxide. Test your solution of ammonium molybdate with a known phosphate solution. You do not appear to have tested for an oxalate. Read the foregoing general remarks and the replies to other correspondents.

Practical Notes and Formulas

Temperatures under this heading are on the Centigrade Scale.

The following formula for a lubricant containing not too much soap and free from the odour of oleic acid has been evolved by Mr. Herbert Skinner:—

Castile soap, powdered	...	...	...	...	2 oz.
Distilled water	...	...	...	...	8 oz.

Mix the soap with a little water to form a smooth paste, and add the remaining water; heat to effect solution, then add

Glycerin	...	...	...	...	1 oz.
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Remove any scum formed, and add formaldehyde solution $1\frac{1}{2}$ dr.

MYSTIC OPTIMISM.—A Scottish chemist has had it as a secret from a disciple of "Old Moore" that 1929 will be a year of "great prosperity."

Insurance Act Dispensing

Record of matters concerning Chemists' interests in the National Health Insurance Acts.

Local Reports

ENGLAND AND WALES

Darlington.—At a meeting of the North of England Joint Insurance (Prescriptions) Committee, held on November 20, the secretary presented a report in which it was stated that the number of prescriptions priced for the period from January 1 to September 30, 1928, was 3,127,598, against 3,111,728 in the corresponding period of 1927. The total value was £106,361 12s. 1d. The prescriptions and the amounts were distributed as follows:

Area	No. of Pres.	Amount		
		£	s.	d.
Carlisle	44,445	1,599	9	5
Cumberland	126,309	4,391	15	9
Darlington	59,142	1,920	11	6
Durham	775,865	25,485	15	5
East Riding (Yorks.)	69,298	2,518	19	8
Gateshead	158,660	5,223	3	2
Kingston-upon-Hull	390,590	14,877	7	5
Middlesbrough	140,332	4,782	1	5
Newcastle	346,116	11,310	4	2
North Riding (Yorks.)	162,044	5,499	3	1
Northumberland	267,863	9,331	18	7
South Shields	143,787	4,717	5	0
Sunderland	197,256	6,125	0	4
Tynemouth	68,591	2,459	6	2
West Hartlepool	87,315	2,808	3	7
York	89,985	3,311	8	3

A question having arisen respecting the cost of insulin and vitamins, the chairman remarked that they were beginning to feel that the time was fast coming when there would have to be a revision of the amount of money given to them. They thought an insured person should have everything possible which would restore him to health. A member remarked that the doctors and pharmacists had long repented of their bargain. Mr. W. Forster (Seaham Harbour) denied that the pharmacists had repented of their bargain or had the desire to evade any responsibility under it. They were, however, faced with the fact that many prescriptions now included substances which were food rather than medicine, and these should be given the status of medicines under the Act. The secretary said the insured person was getting all the medicine necessary, including liver extract, insulin, and vitamins. In fact, some of the patients were given what appeared to be very large quantities of medicines, taken in the aggregate. One patient had 3½ cwt. of ointment in two years, at a cost of £26 12s. 7d.; another had 182 gallons of distilled water last year, at a cost of 13 guineas, and this year had so far had 163 gallons, at a cost of £11 9s. 5d.

Nottingham.—A meeting of the county Insurance Committee was held on November 12. The report of the Finance and General Purposes Committee showed that the number of persons in the area on October 1 was 163,108, compared with 158,008 last year. The report of the Medical Services Subcommittee dealt with a complaint made by an Insurance doctor against an insured person of having improperly demanded a first medical certificate of incapacity dated September 10, whereas he was not seen nor examined by the doctor that day. The doctor complained that the man became abusive when the certificate was refused. The Subcommittee recommended that the man be severely reprimanded. It was reported that the Ministry of Health had confirmed the withholding of £2 from the remuneration payable to a chemist in respect of his failure to provide dispensing service on early closing days and Sundays. It was reported that twelve samples of medicine and three samples of appliances had been obtained from chemists in connection with the Committee's testing scheme. In one case two portions of the sample had been analysed by independent analysts, and their respective certificates differed materially. In view of the disparity in the results, the Insurance Committee decided to take no further action in the matter.

Sheffield.—At a recent meeting of the Insurance Committee a report was presented showing the expenditure on drugs for 1927. The drug fund to August 1 showed an expenditure of £17,653 19s. 1d., and the chemists' fund from August 1 to December 31, £9,311 3s. 4d. The total sum deducted from the chemists' accounts from August 1 to December 31 was £1,976 8s. 5d. The total cost of drugs, etc., passed by the Pricing Bureau was £28,941 6s. 1d., this being an increase over the previous year of £2,234 13s. 11d. At the end of 1927 113 places of business were recorded on the panel list. At a meeting of the Pharmaceutical Committee Messrs. J. Gilbert Jackson, E. Preston and H. G. Williams were elected members of the Pharmaceutical Service Subcommittee, with Messrs. A. Knowles, E. G. Robinson and C. H. Hallatt as deputies. The secretary reported on eight test prescriptions, and it was thought that variations of from 4 to 5 per cent. should not be sent to the Joint Service Subcommittee for further investigation.

Somerset.—At the recent annual meeting of the Insurance Committee the Medical Subcommittee stated that the clerk had reported to them the failure on the part of an Insurance chemist to comply with the scheme for the testing of drugs and appliances, in that he refused to hand over the two divided portions of a sample of medicine obtained for analysis. The chemist had since written expressing regret. It was recommended that no further action be taken.

Staffordshire.—At a meeting of the Insurance Committee, held recently, the Medical Benefit Subcommittee reported that the prescribing of a doctor in the three months ended December 31 last had been considered by the Panel Committee, who found there had been excessive frequency, unnecessary polypharmacy and excessive use of certain proprietary preparations, and that the prescribing in the three months imposed on the funds a charge of £55 in excess of what was reasonably necessary for the adequate treatment of the persons on his list. In a letter the doctor commented that his own principles in prescribing had not differed during the quarter in question from those followed by him since the Act was started. As he had previously received no complaint, he considered that he was keeping within bounds, and he was distressed to learn that his practice had exceeded the average by so large an amount. The Subcommittee recommended that the Minister of Health should be advised to withhold £10.

West Bromwich.—The Finance and General Purposes Committee reported to a meeting of the Insurance Committee recently that the total receipts during the current year, including a balance of £3,736 3s. 3d. brought forward from 1927, amounted to £18,941 13s. 1d. The payments to date included:—Chemists' fund, £3,930 18s. 10d.; administration fund, £768 5s. 2d.; special arrangements fund, £21 3s.; general purposes fund, £16 18s.

SCOTLAND

Dumbarton.—At a recent meeting of the Burgh Insurance Committee it was reported that a new scheme for testing drugs and appliances was now in operation. The Committee had taken their quota of samples of drugs and appliances, which had been analysed by the public analyst and in each case reported genuine. Mr. Craig (convenor of the Medical Benefit Committee) said that this report would give the members official authority to refute any allegations that insured persons were getting inferior quantity or quality in drugs and appliances.

Lanarkshire.—At a meeting of the County Insurance Committee recently the Finance Committee reported that the number of persons on the list was 112,112. A scheme for the testing of drugs and appliances was approved by the Medical Benefit Subcommittee. The Pharmaceutical Service Subcommittee reported that they had censured one of their chemists in respect that, through failure to exercise sufficient supervision over a branch of his business, an assistant first erred in dispensing a prescription, and subsequently in stating that the prescription had been dispensed as prescribed.

Trade Report

The prices given in this section are those obtained by importers or manufacturers for bulk quantities or original packages. To these prices various charges have to be added, whereby values are in many instances greatly augmented before wholesale dealers receive the goods into stock, after which much expense may be incurred in garbling, packing, etc. Qualities of chemicals, drugs, essential and fixed oils, and many other commodities vary greatly, and higher prices than those here quoted are charged for selected qualities of natural products even in bulk quantities.

42, Cannon Street, E.C.4, December 13

In the pharmaceutical chemicals group business for the period of the year has been fairly good. Benzoic acid is slightly easier, while phenolphthalein has a firmer tendency. Aspirin is in fairly good demand at fully previous prices. Among crude drugs, senega remains very firm, both on spot and to come forward, and higher prices are asked for calumba; elm bark is dearer, and menthol shows a recovery from last week's decline. Business in essential oils is quiet, and the price changes are—Japanese dementholised pepper-mint and sandalwood higher; orange and Spanish rosemary, firmer; and geranium, lemon and lemongrass weaker; nutmeg and vetiver are lower. Among industrial chemicals higher prices are quoted for sal ammoniac: formaldehyde is somewhat easier. Ammonium chloride is very firm and tends to advance. Carbolic acid crystals are also firm. Among the fixed oils quiet markets are reported, with little change in prices. Linseed oil is a trifle easier, and turpentine, after being steady, closes slightly weaker.

Higher	Firmer	Easier	Lower
Elm bark Menthol Pimento Sal ammoniac Sandalwood oil Sandarac Terebene (B.P.)	Orange oil Phenolphthalein Rosemary oil (Sp.)	Antimony Benzoic acid Chillies Cocoa butter Cumin seed (Maltese) Formaldehyde Geranium oil Lemon oil Lemongrass oil Linseed oil Wax, bees'	Hypophosphites Nutmeg oil Pitch Platinum Vetiver oil Shellac

Crude Drugs, etc.

ALOES.—Cape continues firm and scarce, with good firms offering at 42s. 6d., and good seconds at 41s. per cwt. Curaçao, in cases, is quoted at 84s. per cwt. c.i.f. for t.q.

BALSAM TOLU is quoted at 4s. per lb. c.i.f. and 4s. 2d. on the spot.

BISMUTH.—Demand has been somewhat more active, but full supplies are available. The price of the "ring" is still 7s. 6d. per lb. for not less than five-cwt. lots.

CARDAMOMS are quiet. Bold bleached Ceylon-Mysore 7s. 9d., medium 5s. 6d., small medium 4s. to 4s. 3d., small 3s. 6d., green Alleppy 4s. 6d.; Bombay decorticated seed 5s. 9d. per lb.

The landings in London during November were 79 packages and the deliveries 130, leaving a stock of 1,156 (corrected by inspection), against 2,241 last year; the landings to date have been 1,832 against 3,582 last year, and the deliveries 2,706 against 2,880 last year.

CASCARILLA.—Quills are quoted at 4s. per lb. c.i.f. to arrive.

CLOVES.—Zanzibar are quiet at 1s. 4½d. per lb. on the spot. For shipment, December-February is quoted at 1s. 4½d. per lb. c.i.f. The landings of Zanzibar in London during the week ending December 8 were nil and the deliveries 281, leaving a stock of 2,456, against 9,508 in 1927 and 8,267 in 1926. From January 1 to December 8, 1928, the landings of Zanzibar have been 14,211, against 16,855 in 1927, and the deliveries 19,436, against 15,078 in 1927. The landings of Madagascar during the week ending December 8 were 1,415, and the deliveries 42, leaving a stock of 2,955 bales. The landings to date have been 2,696 and the deliveries 1,441.

COCOA BUTTER.—CFR is quoted at 1s. 5½d. per lb. on the spot, and prime English at 1s. 3½d. to 1s. 4½d., in not less than one-ton lots.

ELM BARK is scarce and dearer; selected slabs offer at 11d. c.i.f., and grinding quality at 5½d. per lb. c.i.f.

LIME JUICE.—The exports from British Guiana from January 1 to September 30, 1928, were 5,566 gallons.

LOBELIA HERB is quoted to arrive at 7d. per lb. c.i.f.

MENTHOL is firmer at from 21s. to 21s. 6d. per lb. for Kobayashi-Suzuki on the spot. For shipment, October-December and January-March is quoted at 19s. per lb. c.i.f.

MERCURY.—The trade demand has been quiet, with home consumers, as usual, holding back orders over the end of the

year, due to stock-taking. Spot quotations are called £22 5s. to £22 10s. per bottle, and there is no apparent pressure to sell, while the bulk of the stock is held in few hands. The f.o.b. price for Italian and Spanish remains at £21 15s. per bottle. The Eastern markets are sending but few inquiries, but Japan has purchased another 100 bottles for prompt shipment. Business in New York is quiet and orders were placed there on the spot for fair lots at fully \$124, duty paid. According to a report which appeared in the Spanish Press it is suggested that the Central Selling Office of the Combine may possibly be shifted from Lausanne to London, which, of course, would facilitate business.

PEPPER is about unchanged on balance; fair black Singapore is 1s. 5½d. spot, and October-December shipment 1s. 4½d. c.i.f. Lampung is 1s. 5d. spot, to arrive; October-December shipment has been sold at 1s. 4d. to 1s. 4½d. to 1s. 4½d.; January-March at 1s. 3d. to 1s. 3½d. c.i.f. Tellicherry is 1s. 6½d. spot; January-March has been sold at 133s. c.i.f.; Alleppy is 1s. 6½d. spot and 132s. c.i.f. for January-March shipment. White Muntok is 1s. 11½d. spot. To arrive, October-December shipment has been sold at 1s. 10½d. to 1s. 10½d., and January-March at 1s. 10½d. to 1s. 10½d. to 1s. 10½d. c.i.f.

PIMENTO is much dearer, with sales at 1s. to 1s. 0½d. per lb. on the spot; sales to arrive include December-January and January-February shipment at up to 110s. per cwt. c.i.f., sellers at the close quoting 112s. c.i.f.

PLATINUM.—The official price of leading refiners has been cut to £15 5s. per oz., but business is workable, with outside sellers at £15 per oz., if not less.

RUBBER remains remarkably steady, with a fair amount of business at last week's prices. In spite of the knowledge that considerable quantities are near at hand, there seems very small prospect of buying any cheap rubber from first-hand sellers. It is possible that there will be a slight weakening of the spot position on the earlier arrivals, but there seems little chance of a further collapse in view of the heavy quantity already purchased of the rubber now afloat for the U.K. Arrivals last week were heavier than for some time past, amounting to 1,620 tons, whilst deliveries were 1,958 tons, showing a further decrease of 338 tons in the stocks. The London stock now stands at 16,517 tons, against 66,011 tons at the corresponding period last year. From next week the stocks will gradually increase. Quotations (Wednesday, 5 p.m.): No. 1 standard ribbed smoked sheet, spot and December, 8½d.; January-March, 8½d.; April-June, 8½d. per lb.

SANDARAC is very scarce and nominal at about 195s. per cwt. on the spot for Morocco; recent business was at from 165s. to 170s.

SARSAPARILLA.—The landings in London during November were 26 and the deliveries 15, leaving a stock of 128 (corrected by inspection), against 143 last year; the landings to date have been 319, against 286, and the deliveries 343, against 403 last year.

SEEDS.—General quietness rules throughout the market, but prices remain steady. **ANISE.**—Spanish is 62s. 6d. and Russian 27s. **CANARY** remains firm, but very little interest shown. Mazagan is 19s. 9d. spot, and for forward shipment 20s. c.i.f. is quoted. **CUMIN.**—Maltese is 54s. spot and 47s. c.i.f. is quoted forward. Morocco is easier at 46s. 6d. spot and 45s. 6d. c.i.f. for forward shipment. **CORIANDER.**—Morocco is 17s. 6d. spot, and 15s. 6d. c.i.f. is quoted forward. **FENUGREEK.**—Morocco remains scarce on the spot and 16s. 6d. c.i.f. is quoted forward. **HEMP.**—Manchurian is 20s. and Chilean 21s. 3d. on the spot. **LINSEED.**—Mazagan is 19s. 6d. spot and 19s. c.i.f. for forward shipment, and Morocco is quoted at 18s. c.i.f. **MUSTARD.**—English is firm at 30s. to 33s. spot. **FENNEL.**—Indian is 68s. spot, and 60s. c.i.f. is quoted forward.

SENEGA remains very firm at 5s. 3d. per lb. on the spot.

SHELLAC is cheaper on spot, usual standard TN orange quality closing at 200s. per cwt.; fine orange is 220s. to 320s., pure button 245s., and AC cakey 225s. To arrive, sales include TN for December-January shipment at 189s. c.i.f., closing sellers of November-December and December-January at 187s. 6d. c.i.f. Sales for delivery include December at 193s. to 197s. 6d. to 191s., and March at 193s. to 198s. 6d. to 191s.

STROPHANTHUS.—The "Clan Macgillivray" has brought 43 bags from Beira. We understand that practically the whole consignment will be 100 per cent. Kombe.

TONKA BEANS remain firm, with good Angostura offering at 7s. per lb.; black Para can be had at 1s. 6d., and part frosted 1s. 9d. to 1s. 10d.; bold frosted Surianam, 2s. 3d. per lb.

TRAGACANTH continues firm for medium grades, and a fair business has been done in ordinary pale to medium flaky Persian leaf at from £10 to £16 per cwt. These grades are still difficult to obtain. The landings during November were 1,700 and the deliveries 999, leaving a stock of 7,336, against 8,418 last year; the landings to date have been

9,783, against 18,691, and the deliveries 10,213, against 13,462 last year.

TURMERIC is quiet, with Madras finger offering at from 38s to 40s. per cwt. on the spot and at 36s. c.i.f. Cochin split bulb is 27s. 6d. spot.

WAX (BEES) is quiet with an easier tendency. Jamaica can be had at £8, bright yellow Benguela £8, Abyssinian £7 17s. 6d. to £8, Morocco £7 12s. 6d. to £7 15s., East African £8 to £8 2s. 6d., bleached Calcutta £10 to £10 2s. 6d. per cwt.; good stocks of Morocco and Abyssinian are available.

The landings in November were 1,716 and the deliveries 782, leaving a stock of 3,303 against 2,289 a year ago; the landings to date were 6,740 against 3,055 last year, and the deliveries to date were 5,812 against 6,736 last year.

Essential Oils

LEMON is the feature of the market this week, and prices may go either way, depending on the market for fresh fruit. On the spot lemon is easier, as also are geranium oils and lemongrass, but in each case this is due to lack of demand, and a few orders would probably bring about a quick recovery. Orange and Spanish rosemary are both firmer, while Japanese dementholised peppermint is higher following the elimination, for the time being, of the "bear" movement on foot last week. Nutmeg and vetiver are lower. Sandalwood is virtually higher as from January 1, but the contemplated advance has already affected spot values.

ANISE (STAR).—"Red Ship" is firmer for shipment at figures which dealers do not feel disposed to accept. Most interest is now shown in drums, and offers are about at 2s. 2½d. to 2s. 3½d. per lb. c.i.f., though no one is taking these up. Values on the spot are firm at 2s. 3d., 2s. 5d. and 2s. 7d. per lb. in drums, tins or cases, and leads respectively.

CASSIA.—Some cheap quotations on the spot concern oil shipped on a Hong Kong analysis, which stands at 4s. 10½d. per lb. c.i.f., and could be had at 5s. 3d. per lb. on the spot. The 80-85 per cent., guaranteed free from alcohol, is held at 5s. 6d. per lb. on the spot, and for shipment 5s. c.i.f. is quoted.

GERANIUM is again easier owing to lack of demand. Bourbon on the spot is now worth 18s. 9d. to 19s. per lb. Algerian is quoted at 16s. 6d. to 16s. 9d. per lb. on the spot, as to quantity.

LAVENDER is unchanged at 15s. to 15s. 6d. per lb. on the spot for 33-40 per cent. l.a. French oil.

LEMON is slightly easier. Stocks of old crop oil in Sicily are now virtually exhausted, and occasional parcels of new crop pressings find ready buyers. The export demand for fresh fruit in cases has fallen off considerably, and this has given rise to an easier tone, although there has not yet been any substantial change in the market level. The approach of the pressing season and the fact that present prices are remunerative, together with this less active demand for fruit, has relieved the tightness which existed. The demand for oil has, of course, dwindled, and even at the source there is a lack of interest. It is thought that any increase in the export demand for fresh fruit would quickly sweep away all signs of easiness, and it is certain that the trend of prices during the next month or so will entirely depend on the demand for fruit. Another factor which seems to have a bearing on the future of Sicilian oil is the increase in the production of machine-made oil. Less hand-pressed oil will be prepared this year than ever before, and this tendency is bound to have an influence on quality, and so render Sicilian oil less immune from competition than has been the case in the past. Buyers will in future have to be doubly careful to insist on guarantees, and it is conceivable that the blending of machine-made and genuine hand-pressed oils will give rise to trouble with the ultimate consumers. On the spot values range from 13s. 6d. to 14s. per lb., as to seller. Prompt shipment is given as 13s. 3d. to 13s. 9d. c.i.f., and new crop is quoted at 12s. 10d. to 13s. c.i.f., as to brand.

LEMONGRASS is weaker at 3s. 0½d. per lb. on the spot, and 2s. 11d. c.i.f. for shipment.

NUTMEG is lower at 6s. 6d. to 6s. 9d. per lb., as to quantity.

ORANGE is a shade firmer. Sicilian is now 19s. to 19s. 6d. per lb. on the spot, with prompt shipment quoted at 19s. c.i.f. Spanish oil, of which only a limited supply is available, is quoted at 19s. per lb. on the spot. West Indian is worth 18s. spot, and business in Californian is reported at 17s. per lb. on the spot.

PEPPERMINT.—As regards Japanese dementholised, after the close of our last report, there was a sharp all round recovery, and the week finished at 7s. 6d. per lb. for Kobayashi-Suzuki on the spot, with January-March shipment selling at 6s. 6d. c.i.f. This week the market closed at 7s. 3d. on the spot, October-December shipment being at 6s. 7½d. c.i.f. and January-March at 6s. 7½d. per lb.

c.i.f. American natural tin oil has been in more demand, and some business has been passing. Quotations are from 13s. 9d. to 14s. per lb. c.i.f., and on the spot from 14s. to 14s. 3d. is asked, according to brand. Redistilled is quoted at 15s. 6d. per lb. on the spot and 15s. c.i.f. H.G.H. is 19s. spot and 18s. c.i.f.

ROSEMARY.—Spanish is very scarce and firm. Really good brands are extremely difficult to find, and good quality oil is worth 2s. 2d. to 2s. 3d. per lb. on the spot, as to quantity. Inferior grades are, of course, available at cheaper prices.

SANDALWOOD.—At the recent Mysore auctions the supply of wood was below normal and the prices paid were Rs.174 per ton higher than those of 1927. The controlled price was on this account to be raised by 4s. 6d. per lb. in one step, but it has now been decided to increase prices as from January 1 according to the following scale and to make a further advance of 1s. 6d. per lb. in June 1929. Delivered ex warehouse on the spot, values will now be 26s. per lb. for a single case; 25s. for 15 cases in one delivery; 24s. 6d. for 30 cases in one delivery; 24s. for 60 cases in one delivery; and 23s. 6d. for 100 cases in one delivery. It is authoritatively stated that there is very little carry over, as sales last year were heavier than was anticipated. West Australian oil is quoted as follows on the spot, according to the optical rotation, the other properties, such as specific gravity, being uniform: French Codex, 15s. 9d. per lb.; standard grade, 17s. 3d. per lb.; special grade, 20s. 3d. per lb.

SPERMINT has been in some demand on the spot at 19s. per lb., with the shipment value at 18s. c.i.f.

SPIKE.—Spanish is tending firmer, and is now quoted at 3s. 1d. per lb. on the spot in original drums, with prices up to 3s. 3d. for smaller quantities.

VETIVER.—Bourbon is lower on the spot at 18s. per lb.

WORMSEED (CHENOPodium) is unchanged but again steadier at 8s. per lb. c.i.f., and 10s. 3d. on the spot.

WORMWOOD is available on the spot at 90s. per lb., though stocks are still limited.

Pharmaceutical Chemicals, etc.

There is little to report or comment upon except one or two minor alterations reflecting weakness in some products. Business, for the time of year, has been fairly good. Benzoic acid is a trifle easier, and phenolphthalein has a firmer tendency. Hypophosphites are slightly cheaper.

ACETANILIDE is unchanged on a quiet market: quoted from 1s. 4½d. to 1s. 6d. per lb. for B.P. crystals and powder.

AMIDOPYRIN in quantities is offered from 7s. 6d. to 7s. 9d. per lb.; market is quiet.

ASPIRIN.—The bottom price for large quantities of 2s. 3d. per lb. is fully maintained, with higher prices as to quantity up to 2s. 6d.; business has been fairly good. Foreign is perhaps slightly more in evidence and prices are, if anything, slightly lower than those quoted by British makers, who, however, are able to hold their own.

BARBITONE remains quiet, but dealers' prices for quantities are steady at from 5s. 8d. to 5s. 11d. per lb.

BENZOIC ACID (B.P.) is slightly easier, with quantities ex works at 2s. per lb.; smaller parcels from 2s. 1d. to 2s. 3d. per lb.; market has been dull.

BENZONAPHTHOL is steady at 2s. 11d. to 3s. per lb.

BISMUTH SALTS continue at Convention prices; some outside offers may be slightly cheaper: carbonate, 9s. 9d.; sub-nitrate, 8s. 3d. per lb., in cwt. lots.

BROMIDES.—The market continues steady, with no feature of interest; dealers quote: ammonium, 1s. 11d.; potassium, B.P. crystals, 1s. 7½d.; granular, 1s. 7½d.; sodium, B.P., 1s. 10d. per lb. for quantities, in cases. British makers' list prices are unchanged: ammonium, 2s. to 2s. 3d.; potassium, B.P., 1s. 8½d. to 1s. 11½d.; sodium, B.P., 1s. 11d. to 2s. 2d. per lb., as to quantity.

CALCIUM LACTATE is unchanged, with a moderate business moving: quoted from 1s. 2½d. to 1s. 3½d. per lb., as to quantity.

CHLORAL HYDRATE.—Duty-paid crystals are unchanged at 3s. 1½d. to 3s. 3d. per lb., as to quantity.

CITRIC ACID (B.P. crystals).—There is no change to report. The spot position is quoted in the region of 2s. 3d. to 2s. 4d. per lb., less 5 per cent. for foreign. Forward quotations from Italy are still indefinite. Arrivals of fair-sized quantities have taken place this week. The production of calcium citrate and concentrated lemon juice in Sicily and Calabria from December 1, 1927, to June 10, 1928, has been estimated at 5,411 short tons, against 5,720 short tons during the corresponding period of the preceding year.

CREOSOTE (B.P.) continues dull, but steady at from 1s. 8d.

CREOSOTE CARBONATE is unchanged on a slow market: spot is quoted from 5s. 10d. to 6s. per lb.

GUAIACOL CARBONATE is maintained on a dull market at about 4s. 6d. to 4s. 8d. per lb.

HEXAMINE is unchanged, with competition for a limited demand: free-running crystals, from 1s. 11d. to 2s. 1d. per lb. as to quantity.

HYDROQUINONE is steady, but business has remained poor: quoted from 3s. 7½d. to 4s. 6d. per lb., as to quantity.

HYPOPHOSPHITES are about 2d. per lb. cheaper; calcium is now 3s. 1d., potassium 3s. 5d., and sodium 3s. 4d. per lb., in one-cwt. assorted lots.

LACTIC ACID continues at the controlled prices: quoted from 1s. 6½d. to 1s. 10½d. per lb., as to quantity.

METHYL SALICYLATE (B.P.) is unchanged on a dull market: quoted from 1s. 4d. to 1s. 6d. per lb., as to quantity, in carboys.

METHYL SULPHONAL is unchanged and quiet: quoted at about 8s. 9d. per lb.

PARAFORMALDEHYDE is slow of sale and unchanged: quantities of 100 per cent. powder, 1s. 7d. per lb., in kegs; smaller parcels, from 1s. 8d. per lb.

PARALDEHYDE is quiet but steady at from 1s. 1d. to 1s. 3d. per lb., as to quantity and packing.

PHENACETIN continues in fair demand, with sales mostly at cut prices: quoted from 2s. 3d. to 2s. 5½d. per lb., as to quantity.

PHENAZONE is unchanged, with the market steady; business has been quieter: quoted from 3s. 7d. to 3s. 8d. per lb., as to quantity.

PHENOLPHTHALEIN is somewhat firmer than for some time past, although figures of 5s. 1½d. to 6s. 1½d. per lb., previously mentioned, have not, so far, been exceeded. Isolated parcels which have appeared on the market from time to time some pence below the above-mentioned figures are becoming scarcer, and it is doubtful if any such could be picked up to-day.

POTASSIUM PERMANGANATE (B.P.) is very steady at from 5½d. per lb. for quantities, in drums, and 6d. per lb. for small parcels; no big business moving.

RESORCIN is very steady at the recently reduced prices of 2s. 8d. to 2s. 10d. per lb., as to quantity; business has been fair.

SALICYLIC ACID (B.P.) is steady at the agreed prices of 1s. 3d. to 1s. 6d. per lb., as to quantity.

SALOL is unchanged at the controlled prices of 2s. 3d. to 2s. 6d. per lb., as to quantity.

SODIUM BENZOATE (B.P.) is unchanged but business is poor: quantities, in two-cwt. barrels, 1s. 7½d.; smaller parcels, from 1s. 8d. and upwards per lb.

SODIUM SALICYLATE (B.P.) is steady, with a moderate volume of business passing: large quantities of crystals at 1s. 7d.; powder, 1s. 6d. per lb., in cases; about one penny more for small lots.

SULPHONAL is dull but steadier as now quoted at 6s. 6d. per lb.

TANNIC ACID.—*B.P. leviss* is unchanged on a poor market: quantities, in kegs, at about 2s. 10d.; small parcels, about 3s. per lb.

TARTARIC ACID (B.P. crystals) continues fairly steady as quoted at 1s. 4½d. to 1s. 4½d. per lb., less 5 per cent. for foreign.

TEREBENE has been advanced 1d. per lb. for pure B.P. to 1s. 10d. to 1s. 5d., as to quantity. Prime rectified B.P. turpentine oil has also been advanced 1d. per lb. to 1s. 3d., in W. qts.

TERPIN HYDRATE is offered on spot at 1s. 6d., and at lower prices for quantities to come forward; market remains dull.

THYMOL is meeting with but little demand: synthetic, fine white, 9s. 6d. per lb., in cwt. lots; ex ajowan seed, about 11s. 3d.

VANILLIN is a slow market, but steady: 100 per cent. from cloves, 17s. to 17s. 6d. per lb.; ex guaiacol, 15s. to 15s. 6d. per lb.

Industrial Chemicals, etc.

London, December 12.

AN alteration of some importance is recorded this week with higher prices quoted for sal ammoniac. Formaldehyde is tending easier. Other items are about unchanged, with the tone subdued.

ACETIC ACID continues steady with a limited business: 80 per cent. technical, £56 15s.; 80 per cent. pure, £37 per ton, in barrels; glacial, pharmaceutical, 99 to 100 per cent., £66, in glass demijohns; glacial, in barrels, £56 per ton, ex store.

ACETONE continues firm, with a brisk business: B.G.S., in drums, ten-ton lots, £74 10s.; five-ton lots, £75 10s.; one ton, £76 10s.; less than one ton, £77 10s. per ton ex store. The position as from January 1 next is defined on p. 732.

ALUM continues to be offered on spot at about £3 7s. 6d. per ton for lump, in casks, ex store; slightly cheaper for quantities to come forward.

AMMONIUM CHLORIDE is now very firm and tends to advance, with grey galvanising, in casks, quoted from £21 5s. per ton, ex store; slightly less for contracts.

ANHYDROUS AMMONIA is unchanged on a quiet market: 99.95 per cent., in loaned cylinders, 10d. to 1s. per lb., carriage paid; slightly less for contracts.

ARSENIC.—Business is limited and prices are rather wide,

ranging upward of £16 5s. f.o.r. mines for 99 per cent. white Cornish. Mexican high-grade is about £17 5s. c.i.f.

COPPER SULPHATE is in moderate export demand, and f.o.b. terms are well held by the larger makers at from £26 10s. to £27 per ton, for casks, less 5 per cent.

CREAM OF TARTAR is steady at about 93s. to 94s. per cwt., less 2½ per cent., for foreign 99 to 100 per cent. powder; business has been fair in small lots.

FORMALDEHYDE is easier and the market is inclined to move down to £36 per ton for 40 per cent. by volume, in casks, ex store.

FORMIC ACID is steady, with a fair business: 85 per cent., in carboys, £46 to £46 12s. 6d. per ton ex store.

ISOPROPYL ALCOHOL is steady but quiet: reliable make from 11s. to 12s. per gallon, in drums, carriage paid for quantities.

LITHOPONE is steady, but the market is lifeless: 30 per cent. Continental red seal, £19 12s. 6d. per ton, in casks, ex store; slightly less for contracts.

OXALIC ACID is very steady and there is a fair inquiry: quantities, £30 per ton ex wharf; cwt. lots, 33s. ex store.

POTASSIUM CARBONATE remains dull but prices are steady: 90 to 92 per cent., £25; 96 to 98 per cent., £25 per ton, in casks, ex store; slightly cheaper forward.

POTASSIUM CHLORATE continues to be quoted from 2½d. per lb. for quantities; small spot parcels from 3½d. to 3¾d. per lb. ex store.

POTASSIUM PERMANGANATE is quiet, but dealers' prices of 5½d. to 5¾d. per lb., in two-cwt. drums, are steady.

POTASSIUM PRUSSATE is unchanged, with a fair business: quantities from £63 10s. to £65 10s. per ton, in casks; single casks, 7d.; small parcels, 7½d. per lb., ex store.

SAL AMMONIAC is dearer at £31 per ton for dog-tooth crystals, £29 for medium, and £18 10s. for fine white crystals, in casks, ex store; slightly less for contracts.

SODIUM ACETATE is quoted on spot at about £21 10s. per ton, in casks, ex store; there is only a little available; forward position is easier.

SULPHUR is firm and in steady demand: American crude 99 per cent. is £5 12s. 6d. to £5 17s. 6d., Sicilian flowers £12 7s. 6d., refined ground £11, and roll at £9 15s. per ton, all c.i.f. to arrive.

Fixed Oils, etc.

GENERALLY quiet markets are reported for the past week, with little material change in prices. **ACID OILS** are steady but quiet: coconut and/or palm kernel, 36s. 6d.; ground nut, 31s. 6d.; soya, 27s. 6d. spot. **CASTOR** remains quiet and unchanged: pharmaceutical, 49s.; first pressings, 44s.; second pressings, 41s. 6d. per cwt., spot, in barrels, in not less than one-ton lots. **COCONUT** is dull and unchanged: deodorised, spot, 46s.; Ceylon, 37s. 9d. c.i.f.; Cochin, 50s. 6d. c.i.f. **COTTON** has been slow and unchanged: deodorised, 41s. 6d.; common edible, 38s. 6d.; soapmaking, 35s. 6d.; crude, 33s. spot. **GROUNDNUT** is dull but steady: deodorised, spot, 47s. 6d.; crude Oriental, 41s. c.i.f. **PALM KERNEL** remains dull: deodorised, about 44s. 6d.; crude, 40s. spot. **PALM.**—Prices are being well maintained, but the market closes dull: Lagos, 39s. 6d.; softs, 39s. 3d.; mediums, 39s. 3d.; hards, 38s. 6d.; bleached, 42s. spot. **RAPE** is steady at full rates: refined, 45s. 6d.; crude, 43s. 6d. spot. **SOYA** remains quiet but steady: deodorised, 41s.; crude, 36s. spot. **LINSEED** (raw, naked) has been quiet and prices are a shade easier: on spot, 29s. 3d.; December, 28s. 3d.; January-April, 28s. 1½d.; May-August, 28s. 6d.; September-December, 28s. 3d. Boiled oil, on spot, 33s. 3d. Hull, on spot, 29s.; December, 29s.; January-April, 28s. 7½d.; May-August, 28s. 6d. **TURPENTINE** has fluctuated slightly, but the undertone is steady, although purchases at this time of the year are, as usual, kept down as much as possible. American receipts are reported again rather small, and statistics here again show improvement. Deliveries for last week were 2,152 barrels, making a total since January 1 of 98,182 barrels, which compares with 112,449 barrels the same period last year. Stocks fell to 30,799 barrels, against 66,351 barrels the same date last year. With landings and afloats the London visible supply amounts to 38,095 barrels, comparing with 63,079 barrels the same date last year. The London spot price closed easier on Wednesday evening at 48s. 6d. per cwt.; January-April, 49s. 3d. per cwt. **RESIN.**—There has been but little business doing, due to the slow demand, but the statistical position is also getting stronger. C.i.f. terms for shipment from America stand as follows: B/D 19s. 7½d. to 19s. 9d., E 19s. 7½d., F 20s., G/H 20s. 1½d., I/K 20s. 3d. to 20s. 6d., W.G. 23s. 3d., and W.W. 25s. 9d. Terms ex wharf are 9d. per cwt. more. **WOOD.**—Hankow, in barrels, on spot is dull, 73s. per cwt.

TANGANYIKA BEESWAX.—In last week's paragraph (p. 713) the year referred to as showing the largest exports (13,266 cwt.) from the Territory should be 1907, not 1927.



Letters for this section should be written on one side of the paper only. Correspondents may adopt an assumed name for purposes of publication, but must in all cases furnish their real name and address to the Editor.

Pharmaceutical Committees

SIR,—There ought to be a national body representing contracting chemists in all matters connected with National Health Insurance dispensing, but that body should be one constituted for the purpose and having no other duties. Our work as national dispensers is of sufficient importance to justify the entire attention of some properly representative body being devoted to it, instead of our needs being only part of the matters receiving attention. Originally there was a separate body for the purpose of arranging N.H.I. matters, but it was wrongly mixed up with the Pharmaceutical Society and it was not properly representative. What is needed is a Federation of Pharmaceutical Committees; and if we had such a body there would soon be little occasion to complain about committees failing to function. As matters are, committees are discouraged by all truly important matters being decided over their heads. Their money is wanted and taken; their wishes may be asked for, but as likely as not will be disregarded; and their power to influence events is practically non-existent. If ever it comes to pass that Pharmaceutical Committees disappear, it will be because the lack of a properly constituted federation has enabled them to be broken up one by one, just as were the detached sticks in the fable. This will not, of course, happen just yet awhile, because the money we provide for our present ineffective organisation cannot be got except through the medium of the committees. Once, however, other provision is made for the diversion of our money, it will be "good bye" to all pharmaceutical committees.—Yours faithfully,

KRITES (10/12).

The Value of Window Space

SIR,—MR. H. M. Tranmer (*C. & D.*, December 1, p. 681) draws attention to a new departure in the methods of giving goods for window displays, and it is a departure which is certainly a step in the right direction. I have never been able to see why a window-display offer should be dependent on an order for goods; any payment which is made, whether in money or in kind, is made for the use of the space for advertising purposes, and should be made irrespective of any purchase of goods the chemist may make. It follows naturally that in order to derive the utmost benefit from the display the chemist will see that his stocks are adequate to meet the demand; the amount he will need should be left to his own experience and should not be laid down on hard-and-fast lines by the manufacturer, as what will be adequate for one business may be too much for another one. The same thing applies to demonstrations; my experience is that the manufacturers' ideas of what their demonstrators are capable of selling during the week is a considerably inflated one. It may be that in some instances they have succeeded in disposing of the amounts they state; but in my own case, having on one or two occasions been left with a larger amount of stock than the business required, I have been compelled to refuse all such offers where the amount purchased is stipulated in advance. The chemist lends his premises for the purpose of the demonstration, and I do not see why the use of the space should not be paid for as much as for a window display. Moreover, I am doubtful whether a demonstration week does the general business any good; many customers object to dealing at a shop where they are solicited to buy some proprietary article.

Yours faithfully,

Q. E. D. (10/12).

SIR,—This winter I placed in my own window, with appropriate placards, 4 doz. 1s. 6d., 3 doz. 2s. 6d., and 3 doz. 4s. cod-liver oil emulsion, with 2 doz. 1s. 6d. and 2 doz. large-size chemical food. In nine days I sold

the lot. Compare the profit on this with a similar display of proprietary articles, and any of us can gauge what value there is in window space. We have been far too lenient with proprietary vendors; and the sooner each of us is offered a monthly rent for our windows, the sooner will ourselves and those vendors benefit mutually.—Yours, etc.,

SOLO (12/12).

Insurance Dispensing Contracts

SIR,—“Krites” reminds us that insured persons are the real interested parties in the disallowance of any medicines or appliances, and it is not particularly nice for any chemist to be made the recipient of the grumbles of a doctor on the point; but I would point out that it is the chemist who pays in the end, and without wishing to curtail the rights of any other parties, surely we have the right to look after our own interests as well. “Cerium” says that if the cost of the medicine supplied were made a first charge on the medical benefit fund then it would be the doctors who would be disgruntled; but it is the doctors who have the ordering of medicines entirely in their own hands. If they were free to order anything and everything, is it not a certainty that the expenses would increase to an unlimited amount? “Krites” says that no doctor with any sense of self-respect would order widely advertised proprietaries; but they do it, not only some but many of them, and not only as proprietaries but also as ingredients of other prescriptions, medicines of which they cannot have any idea of the composition. What the solution of the present position is I cannot see, but one fact is certain, that the chemist is the only one who has no say in the matter and yet actually loses money. This position will have to be faced some time, even if it is delayed as long as the end of the remaining four years of the contract; so why not face it now while we have the opportunity?—Faithfully yours,

DISSATISFIED (11/12).

Ferri et Ammonii Citras and Magnesii Sulphas

SIR,—I was interested to read the letter of Mr. Tucker on the precipitation of ferri et ammonii citras with magnesii sulphas (*C. & D.*, December 8, p. 715), as this is a combination I am often called upon to dispense. As this more often occurs with Insurance scripts which have to be dispensed with tap water, the precipitate at times is very copious, especially after standing a few hours. The trouble is considerably aggravated when there are further ingredients in the mixture; among other drugs prescribed with this combination I have come across liquor arsenicalis, liquor strych. hyd., ext. casc. sag. liq. and ext. glyc. liq. What the resulting product looks like can be better imagined than described; but the question arises whether the precipitate is likely to take down anything else with it, such as the arsenic or the strychnine. One cannot always use citric acid as a clearing agent.—Yours truly,

FERRIC (10/12).

Sale of Aspirin Tablets

SIR,—I enclose for your inspection a penny box of aspirin tablets (seven in a two-drachm pill-box). A card of these boxes caught my attention in a small general shop, among the cornflour, baking powder, pickles and the hundred and one articles usually found in such places.—I am, etc.,

A. E. (10/12).

Additional Examination Subjects Suggested

SIR,—May I, without presuming to dictate to the pharmaceutical authorities, humbly suggest that aspirants for their diplomas should be obliged to pass an examination in first-aid, hygiene, optics and minor surgery. Much of the scientific course might be deleted from the Chemist and Druggist Qualifying examination, while being retained for the Pharmaceutical Chemist Qualifying examination. The general public seek medical and surgical advice from chemists daily, and when an accident occurs the first thought is the nearest chemist. We are the modern representatives of apothecaries, whose assistants were called upon to dress wounds, syringe

ears, remove foreign particles from the eye, apply leeches, vaccinate, and prescribe for simple ailments for adults and children. The usual objections will no doubt be made to my suggested innovation by medical practitioners; but when we tolerate the present-day indiscriminate prescribing by the manufacturers of "patent" medicines, etc., and permit unqualified persons to treat diseases openly at seaside resorts and elsewhere, why should chemists be prevented from carrying on as they choose?—Yours, etc.,

H. CORBETT MEYRICK.

Our Status

SIR,—“Senex” (*C. & D.*, November 24, p. 655) discourses admirably on the subject of status, but I should like to learn exactly what he understands by the word. Under the present conditions of society it is an unfortunate fact that nobody can have any status unless he has also sufficient money to back it up; to have any real status a man must have sufficient means to free him from the petty worries and the menial work of daily life. To this happy position the greater number of chemists cannot hope to rise, and so they cannot achieve any real status. “Senex” goes on to say that the way to improve one's status is to have one's own business. Take the average assistant who saves a little and invests in a small business; he does, perhaps, £20 to £25 a week turnover, and to do this he is confined to the shop all the year round, he has to sell any and every kind of commodity which may show a profit, and some that do not, and he has to do every kind of work himself; what kind of status has he except that of the ordinary small shopkeeper struggling for a living?—Yours truly,

STATOID (4/12).

Chemists and Water Rates

SIR,—Your correspondent “Wick” (*C. & D.*, December 1, p. 681) should pay only the ordinary water rate and should protest strongly against the ridiculous amount extra he has been paying. Rates are very high where the writer is, but we chemists do not pay any extra rates on our water, and I do not see why “Wick” should. We use distilled water for all our medicines; and even although we did not, there is no call on “Wick” or any other chemist for an extra water rate. I expect the Council of “Wick” think the chemists use an enormous amount of water; in that they are only showing ignorance, and in comparison to other traders, bakers, fishmongers, etc., the chemists' consumption of water is small. Of course, if a chemist makes aerated waters, a rate would be charged for that: aerated water factors here pay a £2 10s. rate extra.—Yours, etc.,

W. J. TOLMIE.

Stornoway.

Chemists' Profits

SIR,—... It seems unthinkable that we can earn 33½ per cent. on most perfumes, face powders, toilet creams and photographic supplies, which anyone can sell without qualification excepting experience, yet 25 per cent. is considered sufficient by heaps of pharmaceutical, chemical and other firms who circularise the doctors about their specialities. It is with great regret I notice that this method of prescribing is on the increase, with the words often added “Send in original package”; one wonders whether there is some secret scheme at work to belittle dispensing and the chemist in the eyes of the public; if so, it is the duty of the Pharmaceutical Society or the Retail Pharmacists' Union to insert in the leading “dailies” the curriculum, examinations and qualifications of the chemists, like the Joint Council of Opticians do. I am sure that neither a mechanic nor a working man would stir out for such a small remuneration; he would rather be workless and on the dole, with added relief from the guardians. He has at all times free education for his family, free milk for his babies, sometimes free food (if not, food at cost price, or under) from the welfare centres of borough councils, which compete with us in business, thereby lessening our returns and increasing our rates to finance them.—Yours, etc.,

ALBAN ATKIN.

West Hampstead, London, N.W.6.

Subscribers' Symposium

For interchange of opinion among “C. & D.” readers and brief notes on business and practical topics.

Address Wanted

Can any of your readers furnish us with the present address of Dr. James McN. Campbell?—Smith, Wilson & Blyth, 34 Charlotte Street, Leith.

Inquiry

H. M. (Liverpool) wishes to know which would be the most suitable approved society for a chemist to join, in order to secure National Health Insurance benefits.

Miners' Relief Fund

May I suggest through the courtesy of your columns that the owners of weighing machines be asked to devote their proceeds therefrom for the next three months to the Miners' Relief Fund?—C. Ellis, Felixstowe.

Sale of Aspirin

“Asperite” (*C. & D.*, December 1, p. 681) is mistaken in assuming that I referred to Liverpool in my endeavour to draw attention to the low price of and the facilities for obtaining aspirin in tablet form.—H. C. Meyrick, Liverpool.

Johannes Renodæus

It would have added to the interest of Mr. C. J. S. Thompson's excellent lecture (*C. & D.*, November 17, p. 601) if he had made it clear from what edition of the French physician Renodæus he was quoting. The phraseology was apparently that of R. Tomlinson's translation into English (1657). According to Larousse, the first edition, in Latin, of “Dispensatorium Galeni Chymicum,” appeared in Paris in 1608. The British Museum copy was printed at Hanover in 1631, and the Bodleian has a copy published at Frankfurt in 1615, and one issued at Geneva in 1645.—A. E. (17/11).

Test Prescriptions

At the annual conference of the Medical and Panel Committees (*C. & D.*, November 17, p. 597) the question was raised about doctors providing scripts for testing purposes; one doctor went so far as to say that it turned medical men into *agents provocateurs*. I had always thought it *infra dig.* on the part of a doctor to issue what is really a fictitious prescription, and the whole process savours too much of the method of laying a trap. Could not medicine be tested by the inspector taking a bottle made up for a genuine patient who is waiting, a second one being then dispensed for the real person?—*Scripta Vera* (26/11).

The New Bank Notes

In the article on “The New Bank Notes” (*C. & D.*, December 8, p. 702) I see that the writer makes no reference to the colour of the new notes. Why should it have been necessary to change the colour from the old style, or if it was necessary, why reverse the colours of the two notes? To have a green 10s. note in circulation as well as a green £1 note at the same time is bound to lead to mistakes. Even the most careful people are sure to make slips at times in the rush of business, and I have already seen two such mistakes made with these notes.—*Greenback* (10/12).

Chemists Always in the Wrong

It is reported that a member of Parliament recently asked the Minister of Health if he would rescind the agreement made with the R.P.U. in regard to the Insurance contract as being against public policy. It seems rather late in the day to discover this fact; but one is tempted to ask whether the public referred to are the insured persons only, or whether it also includes the chemists who have suffered discounting under these terms. When this happened there was no particular outcry about it that I can remember; but as soon as steps are taken to secure economy in prescribing, voices are immediately raised with statements that the patients are not receiving the treatment they ought to have, and that doctors have not a free hand to prescribe.—*Lector* (27/11).

Dispensing Notes and Difficulties

A Concentrated Mixture

SIR.—Would you kindly tell us the correct method of making up a concentrated (1 to 7) mixture from the following formula:—

Ammon. carb.	...	...	gr. xxxij.
Vin. ipecac.	...	...	...
Tr. scilla	...	...	aa. mLXXX.
Syr. tolu.	...	...	3ss.
Inf. senegae	...	...	3iv.
Aq. chlorof.	...	...	ad 3vii.

Yours truly,

E. & S. (1/12).

[A satisfactory concentrated mixture can be made by using inf. senegae conc. and substituting emulsio chloroformi, B.P.C.; for the chloroform contained in the aqua chloroformi. The ammonium carbonate should be powdered finely and dissolved in the mixed liquid ingredients; the concentrated mixture is then made up to volume with water. Shake before diluting.]

Legal Queries

A. M. (21/11).—Unless the article is an entire drug, it is liable to medicine-stamp duty by the fact that it is recommended for the removal of corns.

Copyright (7/812) has written an ode which he proposes to have printed. What will be the approximate cost of copyrighting it? [No formalities are necessary and no fees are payable in order to establish the author's copyright in a literary work.]

Dentine (6/11).—Unless you are lawfully keeping open shop for retailing poisons you are not authorised to possess cocaine, e.g., unless you keep an open shop you are not authorised to prepare cocaine solutions. If you are engaged in wholesale manufacture you must obtain a licence from the Home Office.

C. J. R. (5/11).—An entire drug, viz., a drug without any admixture whatsoever, may bear as its title the name of an ailment or may be recommended for the cure or relief of ailments without incurring liability to medicine-stamp duty. Entire drugs recommended for ailments may be sold unstamped by chemists or by persons holding a medicine-stamp licence.

P. S. P. (17/9), after being in the regular employ of a chemist for a long period, fell ill, and was away from work for seven weeks. Upon his return he was told by his employer that his place had been filled, and he was paid full salary for two weeks, and half salary for the rest of his period of absence. Is he entitled to a month's notice or salary in lieu of notice? There was no agreement as to terminating the engagement. [In our view, "P. S. P." was entitled to be given a month's notice, and if he was discharged immediately upon his return to work he can claim a month's salary as from that date, in lieu of notice. Moreover, he is entitled to be paid his full salary in respect of the whole period he was away ill as his engagement was not terminated during that period.]

W. J. G. (6/11).—A licence to sell agricultural and horticultural poisons entitles the holder to sell poisonous substances to be used exclusively in agriculture or horticulture for the destruction of insects, fungi or bacteria, or as sheep dips or weed killers. A liquid preparation containing more than 13 per cent. of carbolic acid may be sold by the holder of a licence to sell agricultural and horticultural poisons, provided it is supplied for use as sheep wash or for any other purpose in connection with agriculture or horticulture. Otherwise, its sale—for instance, as sanitary fluid—is restricted to registered chemists, since a preparation containing 15 per cent. of carbolic acid comes within Part II of the Poisons Schedule. If it is sold for agricultural use it must be supplied in a closed vessel distinctly labelled with the word "poisonous," the name and address of the seller, and a notice of the special purposes for which the preparation is intended.

Miscellaneous Inquiries

When samples are sent particulars should be supplied to us as to their origin, what they are, what they are used for and how. We do not undertake to analyse and report upon proprietary articles nor to publish supposed formulas for them.

H. & F. (10/10).—ASTHMA RELIEVER.—This powder, which is of the usual type, was found to be webbed together by a hairy material. Microscopic examination showed that this is due to a profuse growth of a mould of the *Mucor* or *Aspergillus* type. Probably it had been allowed to get damp.

G. L. G. (16/10).—FLOOR POLISH.—The following is a formula for a liquid floor polish:—

Crude terebene	...	...	20 parts
Camphor oil	...	...	5 parts
Linseed oil	...	...	70 parts
Paraffin oil	...	...	5 parts

C. M. (19/10).—COLOCYNTH HAIR WASH.—Colocynth may be added to a hair wash either in the form of its extract or by macerating colocynth in a formula already in use. We would suggest the following:—

Colocynth.	...	...	4 oz.
Glycerini	...	...	6 oz.
Tr. cantharidini	...	...	1/2 oz.
Tr. capsici	...	...	1 drim.
Eau de Cologne	...	...	8 oz.
Spt. vini rect.	...	...	20 oz.
Aq.	...	...	ad 4 pints

Macerate for four days and filter. It can be made more alcoholic if desired. If industrial spirit is to be used the formula must first be submitted to the Board of Customs and Excise for permission.

D. L. (12/118).—HOUSEHOLD SCOURING POWDER.—See C. & D., September 8, p. 326.

Terebenum (14/118).—CURD POWDER.—It is practically useless prescribing for wool ball in lambs, the only cure being to cut in and remove the ball as soon as the animal is seen ailing. Up to the present this operation has not proved at all successful. Castor oil, pepsin, anodynes, nitro-hydrochloric acid and enemas may be given, but relieve only for a short period. For curd in lambs and calves give a brisk dose of castor oil followed by antacids such as bismuth, sod. bicarb. and vegetable tonics. The following given after an aperient is recommended:—

Sod. bicarb.	...	...	5j.
Bismuth. subnit.	...	...	gr. 30-40
Pulv. nucis vomic.	...	...	gr. 20
Pulv. gentian.	...	...	...
Pulv. calam.	...	...	aa. 5j

One twice daily.

This combined with pepsin should prove a good preventive. To dissolve the curd give doses of ac. hydrochlor. dil. in doses of μ x to μ x in water daily. Glycerin of pepsin and dilute hydrochloric or nitro-hydrochloric acid once daily alternately with the powder is given in some cases.

E. S. (16/118).—PRESERVING SKINS.—See C. & D., September 8, p. 326, and C. & D., July 28, p. 148.

V. J. D. (8/128).—WINDOW-STEAMING PREVENTIVE.—See C. & D., 1928, I, 30.

Retrospect of Fifty Years Ago

Reprinted from
The "Chemist and Druggist," December 14, 1878

Basis for Lozenges

Dr. W. Macneil Whistler, Physician to the Hospital for Throat Diseases, strongly recommends as a basis for this [iodoform] and other ingredients which are to be administered in the form of lozenges a "gelatine basis" thus prepared: Refined gelatine, one part; glycerine, two and a half parts; flavoured water, two and a half parts; liquid cochineal, q.s.; to be made into a paste. This formula has been worked out by Mr. James, of the firm of Bullock & Reynolds, Hanover Street.



[Commenced C. & D., July 5, 1924]

Piscidia.—See Dogwood.

Plummer's Pill.—A synonym for the compound calomel pill of the British Pharmacopœia.

Poisoned Flesh Prohibition Act, 1864.—The provisions of this Act were incorporated in the Protection of Animals Act, 1911.

Poisoned Grain Prohibition Act, 1863.—The provisions of this Act were incorporated in the Protection of Animals Act, 1911.

Poison Gas.—A generic name for toxic gases of several kinds used during the European war. A list of these was given in the C. & D., 1918, 372.

Poisons, Sale: Ireland.—See Pharmacy Acts: Ireland and Pharmacy Acts: Northern Ireland.

Polishes.—Polishes are agents employed to render surfaces smooth and shining. They can be divided into two groups: (1) Materials which form a smooth coating over a rough surface, e.g., boot and furniture polishes, and (2) materials of an abrasive nature, which owe their polishing effect to their ability to remove particles from rough surfaces and fill up any depressions. The action of the first group is not abrasive, the "gloss" or polish being the property of the coating and not of the article beneath. This group partakes of the nature of a lacquer rather than a polish. Ingredients of an abrasive nature must not leave any scratches on the work, and must be in a state of fine division. The raw materials may be natural or artificial products, and include sandstone, rottenstone, tripoli, kieselguhr, pumice, emery, chert, sand, bauxite, coke, sawdust, bath-brick, lime, whiting, chalk and metallic oxides. The abrasive is usually mixed with a liquid or grease to form a fluid or paste in which it is suspended. It is sometimes advantageous to mix the abrasive with a detergent, as paraffin or other solvent, soap, or a chemical cleanser, as oxalic acid, so that the article is cleaned as well as polished. A typical paste metal polish consists of abrasive, suspending medium and detergent. Abrasives commonly used in household metal polishes are iron oxide and rottenstone, the particles being minute and of only moderate hardness. Oil and soap act as suspending agents and oxalic or sulphuric acid as detergents. In the preparation of pastes and liquids the solid materials are ground until they pass through a No. 80 sieve, when the fluid constituents are then incorporated. Polishes may be applied by hand, the material being spread on a brush, pad, cloth or other device, and rubbed on the article to be polished—or applied by mechanical means, the polishing materials being held on a rotating disc of cloth, wood, leather or metal. Polishing wheels, bands, etc., give a polish rapidly, but the fine effect on gold or silver is produced by rubbing with the outside of the hand. Metal polishing is usually done in three stages, technically termed (1) roughing, (2) dry fining, (3) finishing. In (1) an abrasive in No. 20-80 powder is used, in (2) No. 90-120, while (3) is done by a liquid or plastic vehicle, as oil or beeswax. The degree of fineness of abrasive depends on the nature of the polish required, and varies up to No. 150 powder for the finest grades. Polishing agents may consist of either hard abrasive in very fine powder or soft powder, as rouge or slaked lime, with a degree of hardness of three or four. In dental grinding and polishing "carbide" abrasives are used the carbide being a synthetic compound of silicon and carbon. For polishing metals loose powders are employed and applied by a

"dolly," composed of cloth discs, either in the wet or dry state. Steel is polished by means of carbide blocks, aluminous abrasives, emery or carborundum; brass and other softer metals with fine silica, quartz flour, emery, carbide, crocus, rouge or whiting, and gold and silverware with slaked lime. Polishing powder is often tinted with rouge to disguise its nature the addition giving a slight red sheen to white metals. Polishes for non-metallic surfaces, as marble, glass, stone, are composed of crushed steel, carbide or aluminous abrasives. For polishing glass sand is used, followed by ferric oxide (rouge). Carbon in a fine state of division is also used, and carborundum treated with hydrofluoric acid applied in an oil medium. Emery and sand are used to polish wood, and carborundum is used for leather. The method of wood polishing generally adopted in Great Britain is "French polishing." This brings out the grain, and ultimately the wood is coated with a film of shellac, which takes on a glass-like finish. Spray-polishing is a modern development, tending to oust hand-polishing in Germany and America, where it is extensively used in the application of cellulose lacquers.

Polonium.—Mme. Curie, in 1898, isolated two new elements, polonium and radium, from Joachimsthal pitchblende. Polonium was separated with the metals of group II by means of hydrogen sulphide and from many tons of pitchblende only about 2 mgm. of a concentrate, estimated to contain 5 per cent. of polonium, was obtained. The element was named by Mme. Curie in honour of her native country, and has since been shown to be identical with the element afterwards named radio-tellurium by Marckwald and named by Rutherford radium F. The element can be separated together with bismuth directly from uranium minerals, or it can be obtained from radio-lead. Polonium is continuously being generated in this mixture of lead with its isotopes RaD and RaG. It is a degradation product of radium. It is possible to obtain it in fairly concentrated form by recrystallising the radio-lead preferably in the form of nitrate. The polonium remains in the mother liquor, and it may be finally obtained electrolytically using gold or silver electrodes. Radium F, or polonium, is the most representative of the element of atomic number 84; the other types of the element are unstable. It resembles very strongly its atomic analogues, bismuth and tellurium, as is shown by its behaviour in analytical chemistry by its electro-chemical potential which is near to that of silver and by its ability to form a gaseous compound with hydrogen. Like tellurium hydride, polonium hydride decomposes in the moist state in a few minutes. Diffusion experiments show that under certain conditions radio-elements can exist in the colloid form. In neutral or in weakly acid solution polonium is partially colloidal, it diffuses slowly and does not dialyse through a parchment membrane. This phenomenon serves as the basis of a method of concentrating the polonium in radio-lead; the polonium remains behind in the dialyser and the crystalline lead diffuses outwards. Radium D is a constituent of radio-lead and is the parent substance of radium E and polonium.

Polymerism is the term applied in chemistry when the percentage composition of two or more substances is the same, but the molecular weight different. It is supposed that in most cases *allotropism* is a special case of polymerism. *Metamerism* is applied when the percentage composition and molecular weights are the same, but the properties are different. *Isomerism* is the general term applied when the percentage composition of two or more substances is the same but the properties different. *Allotropism* is reserved for the special case of isomerism among elements, isomerism referring to compounds.

Pomegranate.—*Punica granatum*, Linn. N.O. Lythriaceæ (formerly classed under Myrtaceæ). The plant is a native of Central Western Asia from N.W. India to Palestine, but is now cultivated in the subtropical regions of both hemispheres. As a fruit it has been highly prized from the remotest antiquity, and was apparently cultivated even in prehistoric times. The peel of the fruit was used medicinally by the ancients, and was also in common use by the Romans for tanning leather, as it still is in Morocco and Tunis. The fruit of the pomegranate is a spherical, somewhat flattened,

The C.&D. Commercial Compendium

six-sided berry, with a smooth, hard rind. It has a rather unusual internal arrangement. In the upper half of the fruit membranous dissepiments, about six in number, meet in the axis of the fruit, so dividing the upper and lower portions into equal cells. Below the middle a confused conical diaphragm separates the lower and smaller half, which is divided into four or five irregular cells. Each cell is filled with a number of seeds crowded on thick, spongy placenta, which in the upper cells show parietal placentation, but in the lower appear to be central. The grains, which are about half-inch long, are obconical, oblong, many-sided, and contain a red juicy pulp, surrounding an elongated angular seed. It is on account of the many seeds that the Romans called it *Pomum granatum*. The generic name *Punica* is derived from the fact that the Romans thought that the best pomegranates came from Carthage. The pomegranate fruit varies in size and is at present the largest grown in Barbary. The rind of the fruit is imported dry, in irregular concave fragments of a reddish-brown colour externally and yellowish internally, marked with honeycombed depressions left by the seed. It is strongly astringent, due to a tannin, but has hardly any odour. With respect to the root-bark, a decoction was recommended as long ago as the first century A.D. by Celsus, Dioscorides and Pliny for the expulsion of tapeworm. It is known to have been used for the same purpose by the Chinese. The root-bark of commerce occurs in thin quills or fragments 3-4 (or less) inches long. The outer surface is yellowish-grey with fine longitudinal striations or reticulated wrinkles, but more often furrowed by bands of cork running in the thickest pieces into broad but conchoidal scales. The inner surface is of a greyish-yellow, but has often strips of the tough whitish wood attached to it. The fracture is short and the structure is easily recognised by the numerous very fine lines, both radial and tangential, visible in the transverse fracture. In commerce the bark consists largely of stem bark, which is smooth, straight, and presents traces of the thallus of lichens, which do not occur on the root bark. The root is in curved or twisted pieces with a more or less rough corky surface. The bark contains about 22 per cent. of tannin. Its medicinal properties appear to be due to five alkaloids: pelletierine, iso-pelletierine, methyl-pelletierine, and methyl-isopelletierine, which are liquids and pseudo-pelletierine, which is crystalline. The percentage of the alkaloid varies, according to the observations of different authors, from 0.12 to 0.7 per cent. Freshly-dried bark in Java was found to yield up to 3 per cent., but it appears probable that the percentage lessens on keeping the bark. The name of Balaustion was given by the Romans to the beautiful scarlet flowers of the wild pomegranate and were official in the London and Edinburgh Pharmacopœias as late as the eighteenth century under the name of Balaustion or Balaustine. The dried flowers were imported from the Levant, probably from the neighbourhood of Aleppo, where the shrub is abundant in gardens. The name Balaustion was given by Pliny to the flowers of the wild or double-flowered pomegranate, which was evidently considered to be a different species or variety. The flowers were used in medicine as an astringent, and a practical account of their characteristics and uses may be found in Lewis's *Materia Medica*, 3rd ed., p. 130. The flowers are found in collections of drugs made between 1700 and 1800 A.D.

Pood, or Pud.—A Russian weight of 40 punt = 36.114 lb.

Poonac is, strictly speaking, the residual cake left in the *chekkus*, or mills, after extracting coconut oil from copra, but it is also applied to linseed, gingelly and other oil cakes.

Poor-Law Dispensers.—See Dispensers' Appointments and Qualifications.

Poor Man's Plaster.—Usually Burgundy pitch spread on paper. Older mixtures used for spreading were:—*Emplastrum picis* of any of the pharmacopœias; (2) beeswax 1 oz., tar and resin, of each 3 oz.; beeswax, tar and resin, of each equal parts; black pitch. The earliest O.E.D. quotation dates from 1845.

Poppy Capsules, *Papaver somniferum*, Linn., N.O. *Papaveraceæ*, were used in medicine at least 1,000 years ago, and syrup of poppies was recommended as a sedative for catarrh and cough in the writings of the younger Mesue, A.D. 1013, who at that time was physician to the Caliph of Egypt. In 1618 poppy heads were official in the London Pharmacopœia, but now at last they have disappeared from the British Pharmacopœia. Nevertheless, poppy capsules still continue in general use in European countries for anodyne fomentations. The culture of the opium poppy for the sake of the heads is not regarded on herb farms in this country as a profitable business. The trouble necessary to obtain capsules of good marketable size is considerable. The flowering stems have to be reduced to two or three, or the capsules will be too small. The want of rain in the foliage-producing period and the presence of it when the capsules are forming or full sized, causing the capsules to become more or less covered with black spots, depreciate their value. Want of care, in drying too early, leading to indentations instead of a hard, dry, smooth surface, also spoils their appearance, and the attacks of mice and rats on the dried capsules cause such serious loss that the cultivation has been given up at some of the regular herb farms. The capsules are grown in many places on farms where the soil is damp and rich, and room can be spared for a limited crop. In this country the variety *album* is grown by preference. The seed, chosen from the strongest plants, is sown in the autumn, as, if sown in spring and the weather proves unfavourable, the capsules will be late in ripening and may not reach maturity early enough to avoid the rain in July, by which they become blackened. The seeds are sown thinly in rows about 20 inches apart, and the weakest seedlings removed early so as to enable the stronger ones to obtain more nourishment. The weeds should be kept down with a Dutch hoe. The plants are not allowed to bear more than two or three capsules. When the petals have fallen, the capsules are about the size of a walnut, but under favourable conditions they attain the size of an orange in about ten days, although they may take as long as five weeks to ripen. As soon as they begin to show a yellowish tinge the stalks are usually bent down to prevent moisture from collecting on the stigma during showers. The harvest is usually collected during the last week of August or the first week in September, though sometimes as early as July on the Continent. To dry them a wagon load of capsules is spread on the floor of a drying kiln to a depth of about one foot, and the drying is completed in about twelve hours. The capsules are then sorted into sizes. The largest, of which the numbers are few, are known as monsters. The circumference of the monsters is 11-12½ in.; that of larger, 10-10½ in.; mediums are 8-8½ in., and smalls 6-6½ in. The large Continental heads vary from 10½-12 in. in circumference, but they are less in height being compressed vertically, and are not liked by English customers. In buying the fruits are judged not only by their circumference, but by their freedom from black spots and by their smooth, not indented surface. The latter fault is due to drying before the capsules have matured. There is considerable difficulty in grading the sizes, as the heads are not easy to pass through wire netting, and must be sorted by hand. It requires an expert eye to see whether a capsule comes within the medium or large grade, for buyers do not like too many that are below the average size. In packing the capsules it is necessary to form a compact—not a loose—parcel, for if the heads can move about in the sack, a number of cracked or bruised ones will be found after transit, especially if the bags are roughly handled. When coming from the Continent they should be packed in tin-lined cases, or many will be destroyed by rats in order to get at the oily seeds. The chief demand is for large heads, and these are usually sold first. The broken capsules are sold more cheaply for making extract and syrup, and are known as "crushed" poppy heads. A demand for long-stalked heads for decorative purposes has increased the price by at least 10s. per 1,000.

HOWARDS' AGOTAN

for

RHEUMATISM, GOUT, SCIATICA,
LUMBAGO, NEURITIS, Etc.
where due to excess of Uric Acid.

Eminent medical men say:

“My most rapid and lasting results have been obtained with Agotan.”

“I have come to rely upon Agotan as the most trustworthy preparation at present available.”

“With Agotan one can safely prophesy an ultimate Cure.”

NOTE

SPECIAL ARRANGEMENTS

have been made to augment the advertising of Howards' Agotan to the Medical Profession.

This is bound to result in an increased demand and we advise our friends to carry adequate stocks.

The margin of profit is a very handsome one.

In bottles of 25 and 50 × 7½ grain Tablets.

In bottles of 1 oz. Powder.

In Ointment form (for local application) in tubes.

HOWARDS & SONS, LTD. (Est. 1797) ILFORD

ALKALOIDS

Fine Chemicals Opium Derivatives

ALOIN
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Goods covered by Dangerous Drugs Acts offered subject to all regulations.

T. & H. SMITH L^{TD}

BLANDFIELD WORKS: 25 CHRISTOPHER STREET: 32 & 34 VIRGINIA STREET
EDINBURGH. : LONDON, E.C.2. : GLASGOW.

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Enquire from

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Whole & Powdered
**HERBS, BARKS, ROOTS,
ESSENTIAL OILS,
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Write for List of 1 lb. quantities and upwards

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LEVER'S GLYCERINE

*Best for all pharmaceutical and
industrial purposes*

Our chemically pure glycerine is guaranteed to comply with
all the requirements of the Food and Drugs Act and the
British Pharmacopoeia.

LEVER BROTHERS LIMITED
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CALL AND INSPECT OUR SAMPLES.

Phone: ROYAL 2165.

A.J. RIPPIN, Ltd., 17 Harp Lane, E.C.3

*We are specialising in and can quote you
favourably for bulk or packed supplies of*

COD LIVER OIL C.L.O. EMULSION LIN. CAMPH. B.P. PARAFFIN. LIQ. SYR. FERRI PHOSPH. CO.

JOHNSON & SONS
Manufacturing Chemists, Ltd.

HENDON
LONDON, N.W.4



Hubbuck's Pure Oxide of Zinc

is made by sublimation, and is
warranted to contain upwards of

99.9 PER CENT.

of pure oxide; in fact, the
impurities are not traceable.

Thos. Hubbuck & Son, Ltd.

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24 Lime Street, London, E.C.3

MANUFACTURERS OF WHITE LEAD, WHITE
ZINC, PAINT, OILS, COLOURS, VARNISHES, &c.

Australian Office : 34 Queen Street, Melbourne.

*Sold by the following Wholesale Druggists
in Boxes of 7 lb. and 14 lb. stamped by
the Manufacturers ; also in 1-lb. Boxes
and 1-lb. Glass Bottles :*

Allen & Hanbury Ltd.	Hodkinson, Prestons & King
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Boots Pure Drug Co. Ltd.	Mackay, Jno., & Co. Ltd.
British Drug Houses Ltd.	May, Roberts & Co. Ltd.
Burgoyne, Burdidge & Co.	Oilfield, Pattinson & Co.
Butler & Crispe Ltd.	Pinkerton, Gibson & Co., Ltd.
Clay, Dod & Co.	Potter & Clarke Ltd.
Cockburn & Co. Ltd.	Raimes, Clark & Co., Ltd.
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Platt Street, New York
Lehn & Fink, Inc., N. York
McKesson & Robbins, Inc.
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delphia
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York
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delphia

NULOMOLINE

THE HONEY OF SUGAR

NULOMOLINE

PHARMACEUTICAL

A high-density syrup made from Cane Sugar - - - -
 A well-balanced preparation of Invert Sugar and Sucrose - -
 Non-Crystallizable - - - - - Non-Fermentable
 The ideal base for all syrups where sugar and glycerine are used

Manufacturers: The Nulomoline Co. of New York

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**ACID
SALICYLIC**

Warrington Chemical & Drug Co., Ltd.

Paddington, nr. Warrington.

Telegrams: "Salicio, Warrington."

PARA AMIDO PHENOL

**SODA
SALICYLATE**

· APOLLO · PURE LIQUORICE JUICE

Soluble : Smooth : Free from Grit : Well shaped stick : Rich in Glycyrrhizin.

Packed in 4lb. Cartons, Cases about 1 cwt. No charge for Bay Leaves.



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Telegrams: "Macforbes, Estrand, London."

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Telephone: City 0848



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Telephone: Royal 7076.

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Per la Produzione ed il Commercio
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Piazza Signoria, 8, FLORENCE (Italy).

**ITALIAN CRUDE DRUGS
MEDICINAL & AROMATIC PLANTS
ETC.**

*Aconite, Arnica, Belladonna, Camomile, Corn
Silk, Dandelion, Digitalis, Henbane, Juniper,
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Kamala Powder (6/8% ash)

Costus root

Podophyllum root

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**QUINIDINE
CINCHONINE
CINCHONIDINE**

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Sugar-coated Quinine Tablets and Pills.

Gelatine-coated Oval Pills.

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Samples, prices and particulars on application.

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BIGGEST PROFITS!!!**

IRVING'S Yeast-Vite TONIC TABLETS.

OUR NATION-WIDE ADVERTISING is creating an unprecedented demand, and Chemists throughout the United Kingdom are reporting as under:—

"Selling like hot cakes."

"Nearly sold out—send enclosed order at once."

"Wonderful Sales."

"Your Advertising is selling the goods as never before."

"Sales greater than ever."

LOOK at the profit on a Special 14 day Window Show Parcel. Sent Carriage Paid together with BONUS and FREE Display Material.

		COST.		SELLS.		
6 doz. 1/3 size @ 12/- ..	..	£3 12 0	..	£4 10 0	} £5 PARCEL (P.A.T.A.)	
1 ,, 3/- ,, @ 28/10 ..	..	1 8 10	..	1 16 0		
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BONUS 12 only 1/3 ..	..	free	..	15 0		
2 ,, 3/- ..	..	free	..	6 0	} 46% PROFIT ON COST	
30 days NETT ..	..	£5 0 10	..	£7 7 0		30 days CREDIT
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LATEST SHOW MATERIAL to link up with our huge Advertising sent FREE and POST FREE. State whether required for Small, Medium or Large Display.

IMPORTANT.—Our new Factory is in full swing, but we are taxed to the utmost in meeting all demands. Order NOW to avoid losing sales.

IRVING'S YEAST-VITE, LTD., WATFORD, HERTS.

Telephone:—WATFORD 1475 & 806 (5 lines).

Telegrams: YEAST-VITE, WATFORD, HERTS.

ESTABLISHED 1772 HENRY'S CALCINED MAGNESIA

Continues to be prepared with scrupulous care, in the greatest chemical purity by Messrs THOMAS & WILLIAM HENRY, 11, East Street, St. Peter's, Manchester.

And is sold in Bottles, authenticated by a stamp bearing their name. Trade Mark, "Henry's Calcined Magnesia".
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English Agent: Dr. F. M. SCAGLIONE, 49 Knightsbridge, London, S.W.1

Announce that they are introducing to the Medical Profession the undermentioned Products:—

Opopeptol The integral and pure gastric juices obtained from the mucous membrane of fresh pig, containing pepsine at its highest degree of activity.

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Supplies can be obtained from ROUSE & CO. LTD., 12 WIGMORE STREET, LONDON, W.1

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Powerful
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THE
PHYSICIAN'S REMEDY
for

HEADACHE, NEURALGIA, RHEUMATISM, NEURITIS, Etc.

Is now being vigorously advertised throughout the country.

POWDER AND TABLETS. RETAIL AT 1/3 and 3/-

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BLACKBURN

4 profitable lines

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Preparation

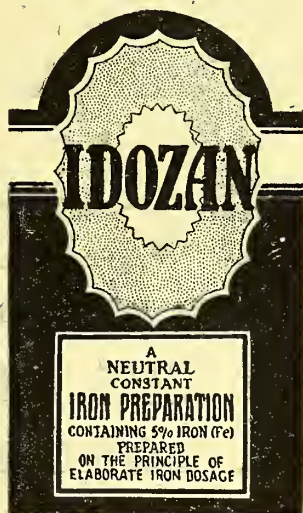
- Angiolymphe (Dr. Rous)
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Camphogen (Ingelheim)
Chinosol (Original)
Devatol-A
IDOZAN (5% Fe)
Incitamin
Kathiolan (Marcussen)
Lobelin (Ingelheim)
LYSOL (Dega Brand)
Necaron (Ingelheim)
Pagenstecher's Eye
Lotion
Papain (Dega Brand)
PEBECO (Beiersdorf)
Pericholan (Ingelheim)
Posterisan
Subitol
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Targesin (Goedecke)
Terpichin
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ASTHMOLYSIN

Retails at 10/- per box.

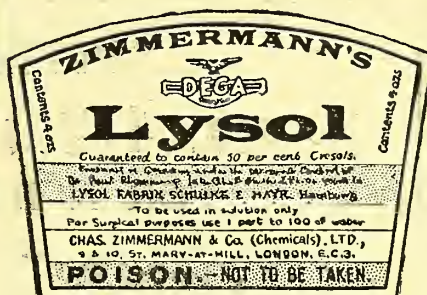
YOUR PROFIT

25% on Turnover.



IDOZAN

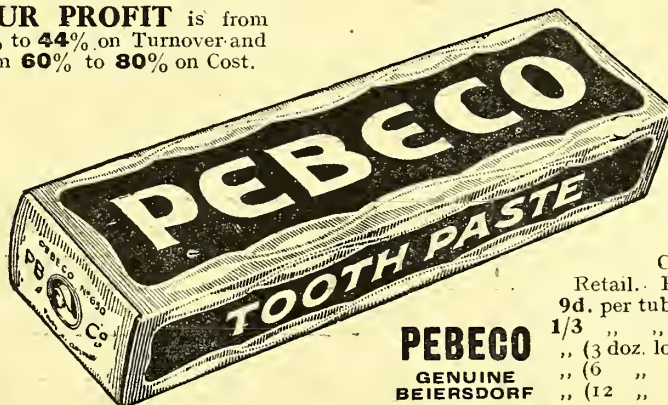
Retail 3/- and 5/- per bottle.



LYSOL—DEGA BRAND

Bottles.	Retail.	Chemist.
4 oz.	10d.	6/- per doz.
8 oz.	1/6	10/- " "
16 oz.	2/6	17/- " "
32 oz.	4/-	30/- " "

YOUR PROFIT is from
37% to 44% on Turnover and
from 60% to 80% on Cost.



	Retail.	Chemist.
	9d. per tube	6/-
PEBECO	1/3	10/-
GENUINE	(3 doz. lots)	9/6
BEIERSDORF	(6 " "	9/-
	(12 " "	8/6

CHAS. ZIMMERMANN & CO. (Chem.) Ltd.
9-10 ST. MARY-AT-HILL, LONDON, E.C.3

Telephone:
ROYAL 1866
(4 lines)

GALLOWAY'S COUGH SYRUP

*SHOWS OVER 50% PROFIT
WHEN BOUGHT ON BEST TERMS*

A £5 ORDER

ENTITLES YOU TO

**10% DISCOUNT & 2½% FOR PROMPT CASH
WITH A BONUS OF
½ DOZ. 1/3 SIZE OR ¼ DOZ. 2/6 SIZE
FOR 14 DAYS WINDOW DISPLAY.**

1/3 SIZE 12/- PER DOZ.

2/6 „ 24/- „ „

CARRIAGE AND PACKING FREE IN UNITED KINGDOM

*LOOK TO YOUR STOCKS AND
SEND YOUR ORDER NOW*

**P. H. GALLOWAY, LTD.
LONDON, S.E.17**

The Mond Staffordshire Refining Co. Ltd.

have now placed on the market

MONSOL
BRAND

DENTAL CREAM

retailed at 1/- per large tube

MONSOL DENTAL CREAM contains two varieties of precipitated calcium carbonate, the light and the dense variety. The dense is the polishing agent and the light gives bulk and an abundance of antacid.

MONSOL DENTAL CREAM contains sodium bicarbonate as a solvent of mucus, thus preventing food debris from remaining in contact with the teeth.

MONSOL DENTAL CREAM contains a very small amount of soap (about 3 per cent.), thus avoiding damage to the salivary enzymes.

MONSOL DENTAL CREAM contains a sufficient proportion of the powerful but non-caustic Monsol antiseptic to make it germicidally effective even when the Dental Cream is diluted with five times its volume of saliva.

MONSOL DENTAL CREAM has an alkaline reaction, thus inhibiting the growth of the acid-loving organisms responsible for dental decay and so avoiding the destruction of the enamel of the teeth by acid.

MONSOL DENTAL CREAM is so pleasant to use, so attractive to look at, and so efficient in its action that it will immediately take an honourable position at the top of its own market.

EVERY ORDER for two dozen 1/- tubes sent to a wholesaler before January 1st, 1929, will entitle the retailer to an equal number of small sample tubes free of charge.

Throat Pastilles 1/6 & 2/9 box	Liquid 2/- bottle
--------------------------------------	----------------------



Ointment 2/- pot	Internal Capsules 5/- bottle
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MANUFACTURED BY THE MOND STAFFORDSHIRE REFINING CO. LTD.

Snowfire

TABLET

**SALES UP
AGAIN!**

Because it acts like magic on chapped hands and cracked lips the demand for the famous Snowfire Tablet grows and grows. It is backed by consistent advertising and that is why it pays to handle it. Snowfire products include:

SNOWFIRE CREAM SNOWFIRE FACE-POWDER
SNOWFIRE JELLY SNOWFIRE SHAMPOOS
SNOWFIRE TOILET SOAP SNOWFIRE SHAVING STICKS



F. W. Hampshire & Co.
1927, Ltd.,
Riverside Works, Derby.

Agents: India—Messrs. Sigmund & Son, Ltd., Fort St., Fort, Bombay. Australia—Messrs. Salmon & Spraggan (Australia), Ltd., 405 West St., Sydney, N.S.W.



Blackwell, Hayes & Co.
LIMITED

For 50 YEARS

Specialists in

FLAVOURS

*Fruit Essences and
Harmless Colours*

Bulk or Packed

ALL PRODUCTS GUARANTEED TO
CONFORM TO THE FOOD & DRUGS ACT

**MOOR STREET & ALBERT STREET
BIRMINGHAM**

Phone: Central 1237. Wires: "Blackwell, B'ham."

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RHEUMATISM, NEURALGIA, GOUT.

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PULMO (BAILLY).—FORXOL.—OPOBYL.

ANESTILE.—NARCOTILE.—HEMOSTYL.

LIPIODOL.—MUTHANOL.—ARHEMAPECTYL.

ENTERO ANTIGENS.—STAPHYLOTHANOL.

NEOPANCARPINE, RICARD'S CACHETS.

BENGUE & CO., LTD., MFG. CHEMISTS,
24 FITZROY STREET, LONDON, W.1.

It will pay you to stock them!

When the public demand goods bearing a specified name the wide-awake retailer prepares to meet that demand and so reap the benefits which follow.

IGLODINE has become a household word, and the public, through satisfaction which comes after trial, are demanding IGLODINE PREPARATIONS. Are you the retailer who is preparing to meet the demand?

Iglodine

The Safe and Pure Antiseptic

Write to-day for full particulars to:

THE IGLODINE CO., LTD. - Newcastle-on-Tyne.

Antiphlogistine

£5 Orders give 33% net. Carriage Paid

THE DENVER CHEMICAL MFG. CO., LONDON, E.3

It is a Parke-Davis Product

The Companion Sale

MAKING companion sales is really seizing opportunities. Some occur every day. Taking advantage of them has largely increased the profit of many pharmacists. Every time you sell a linctus is an opportunity to suggest a tin of Mentholated Bronchial Lozenges, P., D. & Co. They are effective and convenient. You have recommended something useful and they will give you many repeat sales.

Have you seen our Special Terms? If not, send a post card to-night for them.



MENTHOLATED
Bronchial Lozenges
PARKE, DAVIS & CO.

Parke, Davis & Co., 50 Beak Street, London, W.1.

THERMAL LINIMENT

A very warm and stimulating Liniment.



Nothing produced in the British Empire or in America can be found more effective and quick in its remedial action.

Put up in neat 3 oz. panelled bottles in showy cartons and with labels of a compelling character.

Retail
1/3

Price	3 dozen
8/6	8/-
per Dozen	per Dozen

Seller's name and address printed free on 3 dozen lots.

Apply—

LOFTHOUSE & SALTMER, Ltd.
Wholesale Druggists
HULL

*The 'Yadil'
boom has
begun. Are
you participating?*

Don't let the man in the next street do all the business.

*We shall be happy
to help you if
you will write us.*

YADIL PRODUCTS (1925) LIMITED
Sicilian House, London, W.C.1

GLYCERINE

The chemically pure glycerine supplied by us is guaranteed to comply with all the requirements of the Food and Drugs Act and the British Pharmacopoeia.

PRECIPITATED CHALK. Finest and lightest, also heavy grades.
COD LIVER OIL. (Finest Lofoten.)
CASTOR OIL. **OLIVE OIL.**
DECOLORISING CARBON.
PERSULPHATES: Ammonium, Potassium & Sodium.

HALLER & PHILLIPS, LTD. (Established as GEO. HALLER & CO., in 1878)
Mildmay Chambers, 69 Bishopsgate, London, E.C.2.
Phones: London Wall 4456/7. Tel. Add.: "Haloid, Stock, London."

MUNYON'S HOMEOPATHIC HOME REMEDIES

Send your enquiries
to

ACCO
85 FARRINGDON ST.,
LONDON, E.C.4

PHOSPHATE OF SODA, Pure

For Food Purposes
ASK FOR SAMPLE AND PRICES.

PERRY & HOPE, LTD.
Forth and Clyde Chemical Works, NITSHILL.

Telephones: Giffnock 414 (2 lines). Telegrams: "Perryope, Nitshill."



If you are looking for the perfect TINCTURE OF IODINE BOTTLE

with RUBBER CORK and CAMEL HAIR BRUSH
Write to us for samples and prices.

Makers for the Wholesale Trade.

M. J. FECHER, Ltd. Cuckoo House, DOD ST.
LONDON, E.14.

Chemists—LOOK!

An 'ASPRO' Window Display will Double Your Sales of Xmas Lines.

Gigantic 'ASPRO' Advertising Campaign NOW ON

IF

it is true that the greater the number of persons you can attract into your shop during the Xmas shopping period the greater will be your sales of all Xmas lines—then surely it is only common sense to use a window display that is linked with a gigantic advertising campaign. An 'ASPRO' window display focusses on your shop £250,000 worth of continuous advertising. Every one of the customers brought by the 'ASPRO' window—people who would never else have come—is a potential buyer of other Xmas goods.

Did you know that the amount of ONE Monthly Outlay on 'ASPRO' Bought on Bonus Terms will return you 630% per annum

HOW?

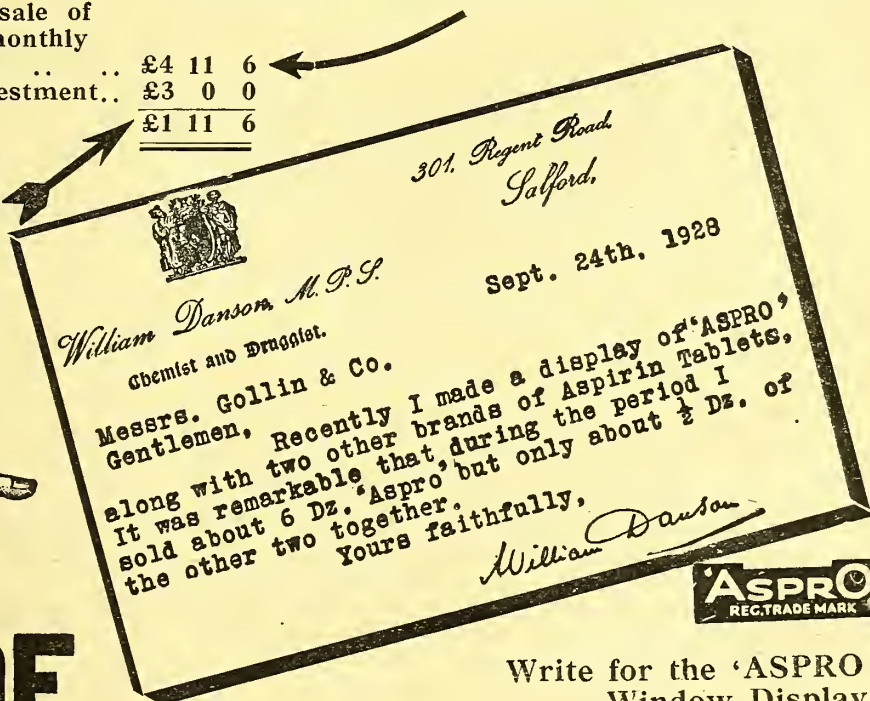
In addition to the sales-building value of 'ASPRO' for your own business, the fact is that when you buy 'ASPRO' on bonus terms you can make a profit of 630% per annum on an initial outlay of £3. HERE IS AN EXAMPLE OF PROFIT EARNING CAPACITY ON THE AMOUNT OF OUTLAY REQUIRED TO PURCHASE 6 DOZ. 10's AND 3 DOZ. 25's PER MONTH, WHICH REPRESENTS THE AVERAGE BONUS PURCHASER'S TURNOVER PER MONTH.

Gross Return from sale of above quantity monthly (including bonus)	£4 11 6
Amount of Capital Investment..	£3 0 0
	<u>£1 11 6</u>

which represents
52.5% Profit on cost
per month or 630% per
annum on the amount
of capital employed to
make the above turn-
over twelve times per
year.



PROOF



Write for the 'ASPRO'
Window Display.

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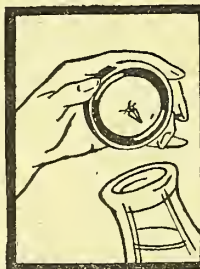
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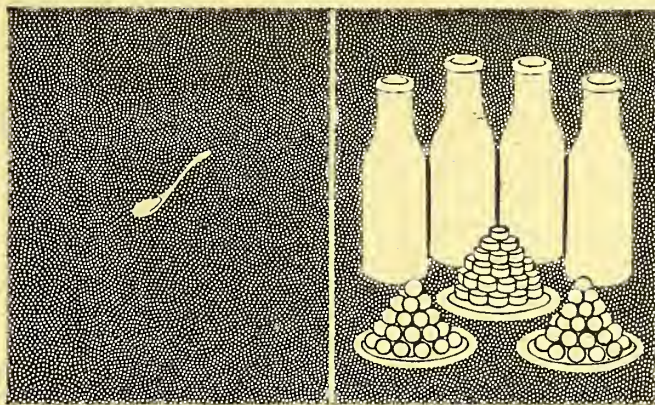
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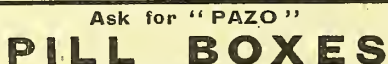
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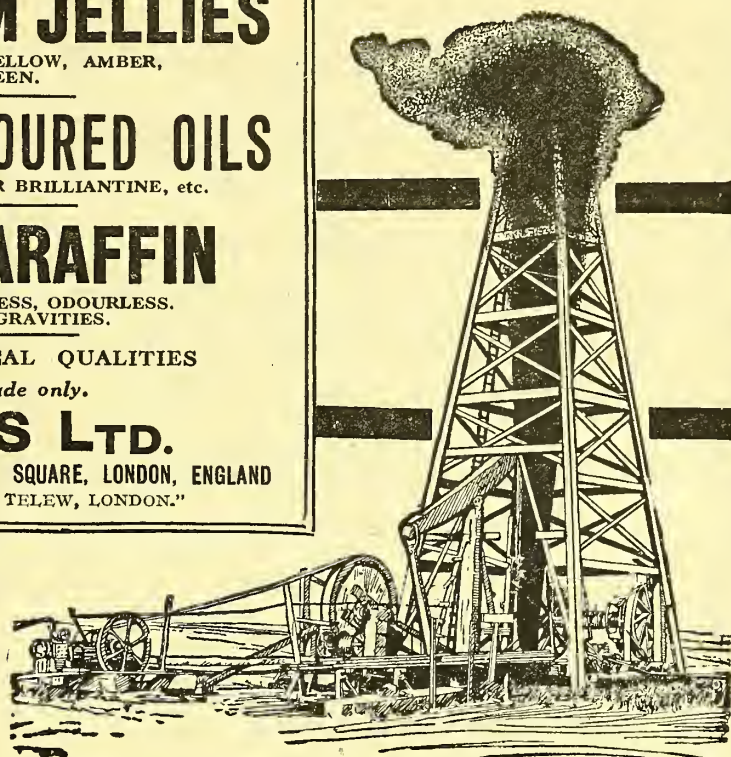
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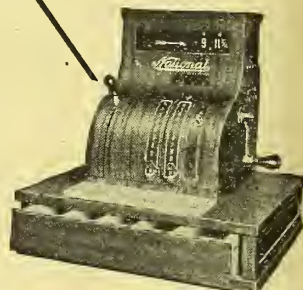
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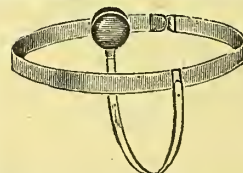
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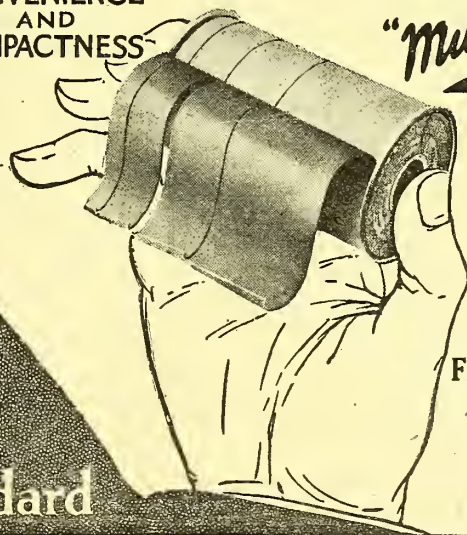
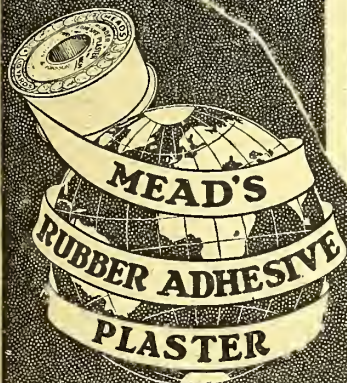
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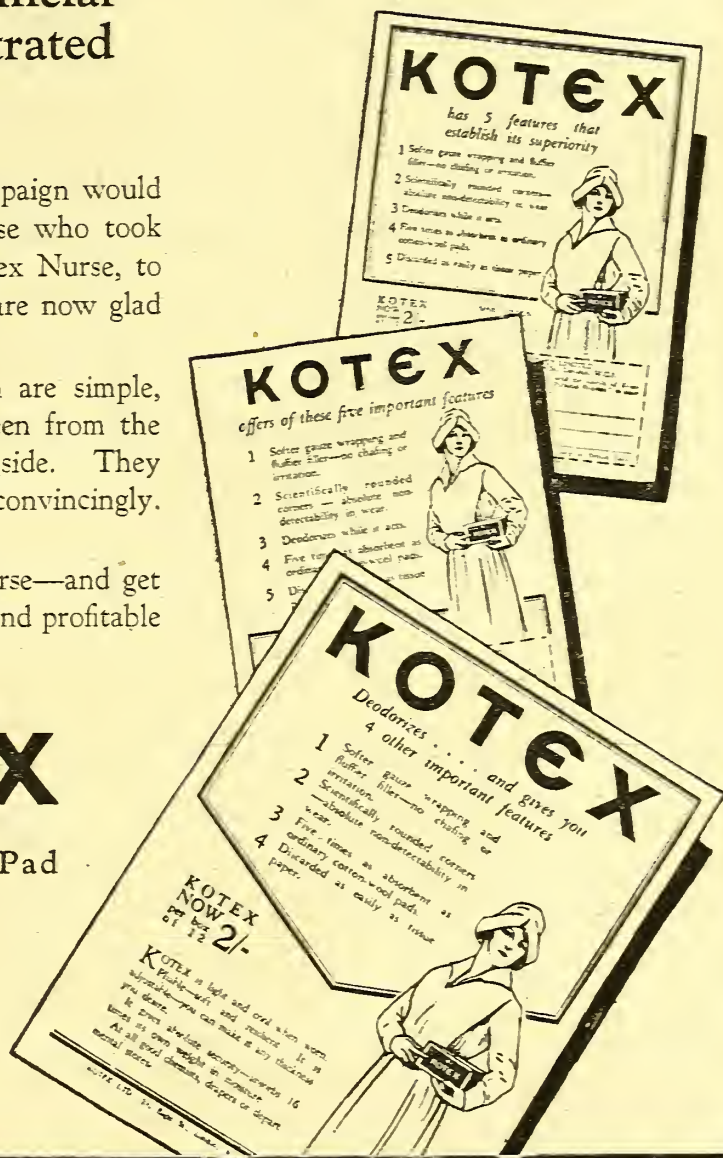
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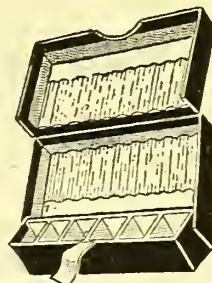
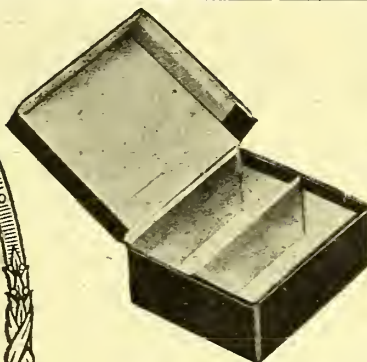
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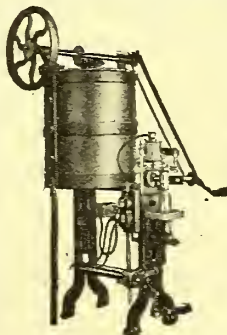
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THE CHEMIST AND DRUGGIST SUPPLEMENT

42 CANNON ST.
LONDON E.C.4

DECEMBER 15, 1928

This Supplement is inserted in every copy of The Chemist & Druggist.

THE CHEMIST AND DRUGGIST SUPPLEMENT

REVISED ADVERTISEMENT TARIFF.

Businesses Wanted and for Disposal, Premises to Let, Goods for Sale and Agencies—6 - for 50 words; every additional 10 words or less, 6d.

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All Advertisements are prepaid, so that remittance must accompany instructions in each case. If it be necessary to telephone or telegraph an urgent announcement this may be done, provided the money is telegraphed at the same time.

THE CHEMIST AND DRUGGIST, 42 Cannon Street, LONDON, E.C.4.

Telephone: Central 3617 (3 lines).

Telegrams: "Chemicus, Cannon, London" (2 words).

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INSERTION IN THIS SUPPLEMENT

CHEMISTS' TRANSFERS.

Messrs. Orridge & Co., 56 Ludgate Hill, E.C.

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May be consulted at their Offices on matters of Sale, Purchase and Valuation.

1.—LONDON, S.W.—Old-established Business, returning £30 per week under management; scope for increase under energetic management; estimated value of stock and fixtures, £350; rent £95 per annum; new lease price £250, plus valuation of stock and fixtures.

2.—N.W. SUBURB.—Family Retail and Dispensing Business, with Kodak Agency, etc.; returns approach £50 weekly; good living accommodation, with garage; moderate rent; held on lease; price about £1,200.

3.—CHELSEA.—Family Retail and Dispensing Business, with N.H.I.; established many years; returns approach £1,600; net profit above the average; good house; rent £30 per annum; held on lease; valuation terms entertained.

4.—WESTERN SUBURB.—General Retail Business, with Kodak Agency and N.H.I.; established 25 years; returns about £1,900 per annum; gross profit one-third; double-fronted shop, well-fitted and stocked; rent £60; sublet £55; held on lease; price £1,150.

5.—LONDON, S.E.—Middle-class Retail Business, with N.H.I.; returns about £2,400, with net profit £650; good living accommodation; rent £65; long lease; valuation terms entertained.

6.—CROYDON (near).—Good-class Retail Business in residential district; returns average £1,400 per annum; net profit, including post office, £500; single-fronted shop; well-stocked; comfortable residence; 21 years' lease; moderate rental; price £1,050.

7.—BRIXTON.—General Retail Business; returns about £25 weekly; scope for increase; well-fitted shop; held on lease; stock and fixtures estimated at £600; price about £700.

8.—SOMERSET.—Country Retail, with Kodak Agency, established 1820; returns, last year, £1,531; net profit £400; scope for large increase; double-fronted shop, well fitted and stocked; good living accommodation; rent £40 per annum; rates £25; price £500, plus valuation of stock and fixtures.

9.—KENT (Coast).—General Retail and Dispensing Business, with Kodak Agency; increasing turnover, last year being £1,700; ample living accommodation; held on agreement, with option of lease; rent £115; price £1,250.

10.—WEST OF ENGLAND.—General Retail Business, with Optical connection; returns, last year, £2,047; net profit £522; double-fronted corner shop, fairly fitted and very well stocked; good living accommodation; rent £95 per annum; new lease; price £1,500.

11.—SOUTH DEVON.—General Retail and Dispensing Business, with Wine, Spirit and Bottled Beer department; very old-established; average turnover £4,250 per annum; heavily-stocked pharmacy; large house; premises may be purchased or lease would be granted; entirely unopposed; further details on application.

12.—SOUTH-EAST COAST.—Drug Store, returning over £2,000 per annum; scope for increase in hands of qualified; living accommodation; rent £110 per annum; rates £55; held on lease; price to be arranged.

13.—HOME COUNTY.—General Retail Business, with Kodak Agency; returns, under management, about £2,000 per annum; good living accommodation; new lease will be granted; terms, valuation of stock and fixtures and sum for goodwill to be agreed.

14.—LANCS. HEALTH RESORT.—General Retail and Dispensing Business; established many years; returns approach £1,900 per annum; very good profits; estimated value of stock and fixtures, £1,100; new lease; price £21,500, or near offer.

Messrs. O. & Co. desire to emphasize the necessity of a periodical Statement of Account by which means alone Profit, the Value of Business, &c., can be determined. Involving as this does the labour of Stocktaking and Valuation, it is often omitted and eventually becomes confusion and loss.

Valuations for Stocktaking

Messrs. O. & Co. are prepared to undertake these essential duties and make Special Terms for such service.

ORRIDGE & CO., 56 LUDGATE HILL, LONDON, E.C.4

The Association of Manfg. Chemists, Ltd.

Business Agency, Transfer and Valuation Department

Head Offices—Kimberley House, Holborn Viaduct, London, E.C.1 (and at 2 Bixteth Street, Liverpool).

PARKIN S. BOOTH, Accountant and Valuer. Phone: City-1261-2-3

BUSINESSES FOR DISPOSAL

- 1.—STAFFS.—Established Chemist's Business; situated on main road; unopposed in Photo and Optics; returns £24 p.w., scope for increase; lease can be arranged; rent £65 p.a.; price asked, lease and goodwill, £150, fixtures and fittings £150, and stock approx. £450. Full particulars on application. (179.)
- 2.—LONDON, S.E.—Recently established Drug Stores, held on lease 14 years at £55 p.a., rising to £60 p.a. for last 7 years; premises consist of large lock-up shop with room at rear; returns average £12 per week; great scope for qualified man and N.H.I.; no reasonable offer refused. (181)
- 3.—MANCHESTER (District).—Old-established Dispensing Chemist Business in good-class suburb on a yearly tenancy at £120 p.a.; let off £117; returns average £27 per week, all cash; excellent opportunity as quick sale is desired; good reasons. (172)
- 4.—DURHAM CO.—Chemist Business for immediate disposal; lease can be arranged at £30 p.a. rent; takings £17; Kodak and Ucal Agencies; good living accommodation. (174)
- 5.—STAFFS DISTRICT.—Excellent opportunity for qualified man. Drug and Photographic Store on lease 5 years to run at £40 p.a.; returns £10 per week; could be easily trebled; good living accommodation; full particulars on application. (169)
- 6.—HULL.—Dispensing and Family Chemist Business in busy thoroughfare (which will shortly become a main road owing to alterations); rent £26 on a yearly tenancy, which can be secured; returns £900 p.a.; lock-up shop; good prospects for a young qualified man. Further particulars on application. (170)
- 7.—SOMERSET.—Drug and Photographic Business; premises, which consist of lock-up shop with room at rear, held on lease with 8 years to run at rental of £88 p.a. inclusive; good scope for live man; price asked £400. (178.)
- 8.—LONDON, S.W.—Very old-established Family Retail and Dispensing Business, occupying prominent corner position in busy thoroughfare; lock-up shop with storage accommodation; held on advantageous lease at £100 per annum; returns approximately £2,300 per annum; can be increased under personal management. Full particulars on application. (148)
- 9.—LONDON, N.—Old-established Retail Dispensing Cash Pharmacy, with N.H.I.; well fitted and good stock carried; premises, which consist of nice pharmacy, dispensary and six rooms, to be disposed of freehold at £1,250; returns average approximately £24 per week; can be increased with capital; no reasonable offer refused. (182)
- 10.—LONDON, N.W.—Retail Dispensing Business on 13 years' lease at £52 per annum inclusive; returns £1,000 p.a.; excellent opportunity for young qualified man. Further particulars on application. (183)
- 11.—SOUTHEND-ON-SEA.—For immediate disposal, Chemist's Business, in busy centre; premises consist of lock-up shop, with Dispensing and storage room; rent £200 per annum, progressive; returns average £1,500. could be increased. Full particulars on application. (175)
- 12.—WANTED.—Two Chemists' Businesses in or near London; net profits not less than £1,000 per annum. All communications treated with strictest confidence.
- 13.—CARMARTHENSHIRE.—Old-established Chemist's Business situated in good position on main street, with living accommodation; held on lease for 7-14 years; rent £400 p.a.; returns average £35-£40; could be increased; stock approx. £8-900. Further particulars on application. (176)
- 14.—LANCS.—Old-established Chemist's Business, with Wine Licence; premises consist of shop and dwelling-house; property for sale, £1,000. Full particulars on application. (177)
- 15.—LONDON, N.—Established Chemist's Business; premises, which include convenient living accommodation, held on lease, 15 years to run; rental £50 p.a.; stock approx. £285; price asked £550, all at. Further particulars on application. (180)
- 16.—LONDON, S.E.—Old-established Dispensing and Family Business; in good position; returns average £20 per week; well-fitted shop; good scope for young and energetic chemist; price, all at £550. Full particulars on application. (184)
- 17.—LONDON, S.E.—Well-situated Drug Stores; premises held on lease, with 17 years to run, at rental of £68 per annum; let off £91; returns average £25 to £30 per week; good opening for N.H.I.; growing district; fullest particulars on application. (185)

Stocktaking and Valuation of Businesses undertaken at moderate inclusive fee. Chemists are invited to consult us in respect of their requirements in connection with sale or purchase of businesses. Chemists in the North are requested to communicate with our Liverpool Offices.

ERNEST J. GEORGE Chemists' Valuer

Invites enquiries relative to the following, which have been carefully investigated.

- 1.—LONDON, E.—Established 50 years; general trade, with N.H.I. and Photography; living accommodation; turnover £850; net profit £250 (plus house free); scope for increase; price £425.
- 2.—LONDON, S.E.—Established 40 years; turnover £730; net profit £225 (plus house free); good opening for young Chemist beginner or unqualified Drug Store; price £375.
- 4.—LONDON, W.—Family and Dispensing, in busy district; Kodak, Rexall and Optics; well fitted and stocked; flat above; turnover £2,080; lease 18 years; rent £200; lease and fixtures £1,300; stock at valuation.
- 5.—LONDON, W.—Good Retail, in main road, with scope; N.H.I., Photo; turnover £1,770; rent £250; lease 18 years; two flats over, let off; price £1,350.
- 6.—LONDON, E.—Unopposed position; population 14,000; N.H.I., Kodak Agency, also big Prescribing; capable of considerable increase; turnover £1,517; profit £203; rent £60 per annum; sub-let £52 10s. per annum; price £1,000.
- 7.—LONDON, S.E.—Established 40 years; an ideal opening for keen Pharmacist; turnover £1,412; profit £380; lease 17 years; rent £52 per annum (inclusive); price £750.
- 8.—LONDON, N.—Old-established Business, doing £1,572, under management; net £267; lease 9 years (renewable); rent £75; N.H.I., Photo; balance-sheets available; price £1,250.
- 11.—LONDON, N.W.—Family and Dispensing, N.H.I., Photo; turnover £1,200; rent £140; sub-lets £103; price £450 (stock and fixtures at valuation).
- 12.—HANTS.—Double-fronted shop in centre of market town, doing £2,000; rent £100; sub-let £65; N.H.I., Photo; price £1,600.
- 13.—DERBYSHIRE.—Old-established Business, doing £40 per week; N.H.I., Photo; good house; excellent opportunity for Optics; rent £50 per annum; price £1,400.
- 14.—YORKS.—Small Business in suburb, doing £1,000; rent £52; sub-let 14s. per week; good opening for Optics, Dentistry; price £350.
- 15.—NORTH STAFFS.—Family and Dispensing, with Optics and Photography; N.H.I. average 750 scripts per month; turnover, approximately £1,500; profit about £350; price £800; premises can be bought or leased; rent 25s. weekly; living accommodation
- 16.—LANCASHIRE COAST.—Turnover, about £1,900; profit £450; stock and fixtures, estimated £1,000; total ingoing £1,500; Kodak Agency; lease can be arranged.
- 18.—CHESHIRE.—Small Family Business; immediate living for young pharmacist; present turnover £900; can be increased; favourable lease, 20 years to run; rental £32, rising to £38; no living accommodation; stock and fixtures about £1,100; goodwill to be arranged.
- 19.—Special offer of Wholesale Druggist's Business in provinces; turnover about £10,000; good net profits; capable of much expansion; inquiries invited.
- 21.—BERKSHIRE.—Unopposed position, with scope, for qualified beginner; good house and well-equipped Pharmacy; a genuine bargain.
- 22.—MIDLANDS.—Excellent opportunity for young qualified man; Drug Store in growing district; population 4,000-5,000; no opposition; well fitted and stocked; good living accommodation and lease; rent 17s. 6d. weekly; present turnover £750; audited accounts; doctors and nursing home near; good prospects for N.H.I.; live Kodak Agency; qualified man could considerably increase; stock and fittings about £300; total ingoing for quick sale, £500.
- 23.—LONDON, S.W.—Old-established Family and Dispensing Business, with Photo and Optics, also N.H.I.; well-fitted and stocked Pharmacy; good house, garden, side entrance, etc.; price £1,200 (optical stock and equipment extra, and optional).

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One minute from St. Pancras and King's Cross Stations.

SUSSEX COAST.—Good-class Business, with branch; easily stocked; returns £4,600; increasing; low rents; price £3,500; bankers' references required.

BLACKPOOL.—Good steady Business, with large Photographic trade; returns about £2,000; good profits; handsomely fitted and well stocked; price £1,500, or near offer.

EASTERN COUNTY.—Old-established good Country Retail best position, market town; returns approach £3,000; excellent house, large garden, garage, etc.; very heavily stocked; price, £4,500, or near offer.

MIDLANDS.—Profitable Light Retail, in unique position busy market town; returns £40 weekly; low expenses; large house; garage and garden; fully stocked; price £1,400; worth mention.

HAMPSHIRE.—Light Cash Retail, with Kodak Agency; returns over £1,900; scope for increase; audited accounts; large shop with house available; garage, etc.; well fitted and stocked; price £1,500, or near offer.

SOMERSET.—Unopposed Village Business; delightfully situated, near sea; turnover about £600, under manager; low expenses; on lease; lock-up shop; offers invited.

CORNWALL.—Light Retail Dispensing, with Kodak Agency; in busy market town; returns £1,200; net profit £350; large house and pharmacy; good stock; price £600.

LONDON, S.W.—Light Cash Retail, with N.H.I.; main road position; returns, under manager, £2,000; net profit £453. Year; good stock; price £1,150.

LONDON, S.E.—Light Family Retail; practically unopposed; full prices; returns £22 weekly, under manager; plenty of scope; price £550, or first reasonable offer.

LONDON, N.W.—Profitable Cash Retail, with Kodak Agency; returns £980; scope for increase; low rent; stock and fixtures worth £425; price £600, or near offer.

BUSINESSES WANTED.

We have cash buyers waiting for businesses in London and some Counties, returning £40 weekly and upwards; quick sales negotiated with the utmost privacy; correspondence invited. Estab. 1870. Telephone: Terminus 3574.

CHARLES C. MARSDEN, F.N.A.A.**Chemists' Valuer, Transfer Agent and Stocktaker,
44 SHOLEBROKE VIEW, LEEDS.***Now booking dates for Stocktaking in the New Year*

Recommended and approved by Messrs. Goodall, Backhouse & Co., Hirst, Brooke & Hirst, Ltd., & Raimes & Co.

BUSINESSES FOR DISPOSAL.

6s. for 50 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BLACKBURN (near).—For Sale, Retail Chemist's Business; double-fronted shop; main road; growing residential district; Kodak and Rexall Agencies, N.H.I.; splendid living accommodation; scope for Optics; good D. and P.; no opposition; audited accounts; no agents; genuine reason for disposal; price, including property, £1,700. 75/31, Office of this Paper.

DERBYSHIRE.—Good General Retail, with N.H.I. Dispensing; returns £1,250 per annum; two shops, well fitted; stock about £450; rent £82 per annum; sublet 9s. 5d. per week; living accommodation; good opening for a Qualified Chemist who can do Dentistry; good reason for selling. 74/4, Office of this Paper.

EAST LANCASHIRE.—Branch Business; genuine reason for disposal; present splendid possibilities to young qualified; opened June last year; returns increasing; N.H.I. average over 500 monthly; four doctors within 200 yards; good working-class district; very low rental; good stock and fixtures; accept low price for quick sale. Full particulars 75/25, Office of this Paper.

ESSEX.—Genuine Business for Sale, coast town, easy distance London; thickly populated district; turnover, under management, approaches £1,000, at good profits; rent £30; on long lease; price as a going concern £600, or £200 s.a.v. (part down and balance arranged if desired). Apply 75/261, Office of this Paper.

LONDON.—Suburban Business, double-fronted, well-fitted and stocked shop, in busy thoroughfare; Kodak Agency; turnover £1,100, under management; 18 years' lease, with living accommodation; scope for increase under personal supervision; price for quick sale £700; no offers. 159/846, Office of this Paper.

LONDON, W.—For immediate sale, health reasons, an ideally situated Pharmacy, with great opportunity of increasing business; suit a lady pharmacist or single man; good windows; clean, saleable stock; good lease; sacrifice at £450. "Beta," c/o Evans, Lescher & Webb, 60 Bartholomew Close, E.C.

NORTHERN CITY.—Branch; N.H.I. £700 per annum, cash returns £1,300 per annum, mostly in Drugs and Wine Licence; rent £115; sublet £28, wages less qualified man 50s. per week; gross profits 50%; price £2,000, including second mortgage on property of £200; banker's reference. Reply 139/352, Office of this Paper.

NORTH OF ENGLAND.—Two old-established Chemists' Businesses for Sale; audited balance-sheet for 18 months up to July 31 last; one has Wine and Tobacco Licences; both splendid positions in large town; good Proprietaries; real bargain; owner giving up the retail; good stock; price low for quick sale; bankers' references, please, or letters ignored. Reply 72/1, Office of this Paper.

PEAK DISTRICT.—Established, good-class Chemist's Business returning £1,600 yearly; very profitable trade; well fitted and stocked; easy rent; lease; vendor retiring; price £1,250, about. Other excellent offers Lancashire, Yorkshire and Midlands; £200-£3,000; particulars bona-fide clients only. Brierley, Chemists' Valuer, 135 Queen Street, Newton Heath, Manchester. (Tel. Failsworth 115.)

SEASIDE town; thickly populated district; main road and in the principal shopping thoroughfare of the district; well equipped lock-up shop, or with living accommodation if required; stands to do a large turnover; under the management of a junior has been doing over £10 per week. To give an opportunity to a beginner a low rent of £78 will be accepted for the first year, afterwards rising to £100. Price asked, valuation about £500, of which a large part can remain. Apply 75/26, Office of this Paper.

SOUTHEAST-ON-SEA.—Sound, old-established Business for Sale owing to illness; one of the best businesses and one of the best positions in the town; Photographic, N.H.I. and General Retail; unlimited scope; main road; at present showing well over £10 per week clear profit after paying all expenses; reasonable rent; long lease; price asked £250 and s.a.v. Apply 75/260, Office of this Paper.

ST. HELENS, LANCS.—Sound, established Business, central site, which is improving; returns 1925-6-7, £1,594, £2,032, £2,109 respectively; under management for last 5 years; could be greatly improved by Pharmacist owner; lock-up; Kodak and Wines (non-proprietary); good saleable stock, £500, or valuation; fittings and fixtures £250; new lease granted at £100 per annum; owner independent; genuine inquiries solicited; price £1,000. Apply Hayes, 2 Market Street.

WEST OF ENGLAND.—An exceptional opportunity occurs to secure an old-established, good-class Business situated in a residential suburb about a mile, on direct tram route, from centre of a popular health resort; returns represented as £1,400 per annum, which can be largely increased by Optics and Photography; price £1,400, and stock, etc., about £400; freehold house, shop, premises and fixtures, £2,000. Apply to Mr. C. H. Huish, 55 Lamb's Conduit Street, London, W.C.1.

CHEMIST Business, London, N.E. in good district; lock-up; long lease; moderate rent; doing over £20 per week, increasing; chance for energetic man to build good-class business; £300, plus stock at value, about £250; cash buyer, with references. 74/27, Office of this Paper.

IMMEDIATE disposal, somewhat neglected high-class Pharmacy in South-West London; although an assured living at present, a capable, energetic Pharmacist can almost double returns; present owner has other interests; long lease; low rent; low overhead; genuine opportunity; do not reply unless bankers' references available. P.C.B. 74/32, Office of this Paper.

£300, OR nearest offer, high-class Drug Stores, London, W.; lock-up shop, nicely fitted and well stocked, electric light, with Photographics; good position; busy thoroughfare; bus stop; rent £50; quarterly tenancy or lease; must sell. 72/7, Office of this Paper.

£2,200 CASH will purchase three Chemists' Shops, London, S.W., for immediate sale in one lot; gross returns over £3,000 per annum, with scope for development; all rents covered by sublets of upper parts; combined rates £80. 70/21, Office of this Paper.

BUSINESSES WANTED.

HIGH-CLASS, well-established Dispensing Business wanted urgently; returns must be £4,000 or over; state gross and net profits and particulars of staff, price of business, stock, fixtures, freehold or on lease; all replies treated confidentially; bankers' references exchanged; cash waiting. 72 190, Office of this Paper.

MESSRS. BERDOE & FISH have a large number of genuine cash buyers seeking Businesses in all parts, up to £5,000. Private register kept, and sales are negotiated without any publicity. Correspondence cordially invited. Transfer Offices, 41 Argyll Square, King's Cross, W.C.1.

PHARMACIST, having sold his business in country, wishes to purchase a sound concern in good-class locality in London or within about 20 miles; must show net profit of at least £500; living accommodation not essential; cash waiting, and can take over at once; please give full particulars in first letter, in strict confidence; opportunity for pharmacist wishing to retire. "Velex," 72 4, Office of this Paper.

WANTED, Business in Bradford (Yorks) district; takings about £2,000 per annum; house preferable. Please give general particulars in first letter, details later; all communications treated with strictest confidence; capital at command. Apply 70 20, Office of this Paper.

WANTED to purchase (South of England preferred), an established Chemist's Business, with Dispensing, in good-class growing district; only a thoroughly sound proposition doing a high-class business will be considered, but the right price is waiting for the right business and premises. Particulars, which will be treated with strict confidence, to James & Sons, Auctioneers, Station Approach, Parkstone, Dorset, whose applicant is waiting to inspect.

WANTED, small Business, by instalments, or manage Drug Store, with option of purchase (unqualified). 73 33, Office of the Paper.

AGENCIES.

BIRMINGHAM.—Advertiser, a qualified Chemist who has central office in Birmingham, with car, and is well known among Chemists in Midlands, is open to take up representation, distribution, or Agency for one or two good lines, either Chemical, Toilet, Photographic, or similar. 70 23, Office of this Paper.

PREMISES WANTED.

URGENT.—Large double-fronted Shop in growing district suitable for Chemist; must have no near opposition; state size of shop and what living accommodation, price freehold or on lease; no premium. 72 19, Office of this Paper.

APPRENTICE WANTED.

APPRENTICE wanted, Family business, S.W. district, preferably having passed Part I; opportunity to learn and practise Optics if desired. P.C.B. 75 7, Office of this Paper.

SITUATIONS OPEN.

RETAIL.

[HOME.]

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

BRENTWOOD, ESSEX.—Assistant or Junior, male, age between 20 and 25, wanted before Christmas; General Retail, N.H.I., Photographic. Apply, giving age, experience, references, salary expected (photo if possible), to the Manager, c/o T. Bellamy, 31 High Street, Brentwood, Essex.

BRISTOL.—Wanted, January 1, Junior Assistant or Improver (male). Apply, by letter, giving age, experience, salary, etc., and enclose photo, Spracklets, Chemists, 5 Broad Quay.

PHOTOGRAPHS, TESTIMONIALS, &c.

When answering advertisements in this section applicants are strongly advised not to send (unless specially requested) ORIGINAL TESTIMONIALS or VALUABLE PHOTOGRAPHS. As can be readily understood, when an advertiser receives from 60 to 100 replies the task of returning photographs, testimonials, &c., is one of some difficulty.

CHELMSFORD.—Junior Assistant required for good-class Retail and Dispensing business; unqualified; reliable Dispenser and smart Counterman. Particulars of age, height, references, and salary required to Early Bunn, Ltd., 95 High Street, Chelmsford.

HAMPSHIRE (Coast).—Qualified Assistant (lady or gent.) by February 1 or March 1 next; single; good in all departments; Prescriber; abstainer preferred; able take charge branch certain hours; reliable references; indoors—every home comfort. State salary (indoors), experience, age, photo (returnable). 74 30, Office of this Paper.

HYTHE, KENT.—Qualified Assistant required the second week in January; preference given to one seeking a permanency with future prospects; must be recommended, and full particulars of experience, etc., and salary expected. R. C. Andrews, 35 High Street, Hythe, Kent.

IRISH FREE STATE.—Wanted, Manager, capable of taking full charge of old-established, high-class Medical Hall; must be R.C.; excellent opportunity and prospects for energetic, progressive man. Give full particulars of experience, references, salary, etc. 60 27, Office of this Paper.

LONDON, S.W..—Young temporary Assistant required for Patents and Sundries from 5 p.m. to 8 or 9 p.m., December 15-24 exclusive, with possible extension. Write remuneration expected and experience to Webb, 17 Rosehill Road, S.W.18.

LONDON, E..—Qualified Manager required for shop with house attached; applicants must have been used to a Light Retail and Family business. Give full particulars, stating age, salary required, and when at liberty. 72 80, Office of this Paper.

LONDON, E..—Junior Assistant required immediately for branch in an industrial area doing large Counter and N.H.I. trade. Apply, stating age, previous experience, salary required, and when at liberty, 72 802, Office of this Paper.

LONDON, W..—Gentlemanly Assistant required for high-class business; qualified preferred. Full particulars of experience and salary required to 73 20, Office of this Paper.

LONDON, S.E..—Qualified Manager for small branch, General Retail, N.H.I., Photographic. Apply, with full particulars, stating age, experience, and salary required, 73 22, Office of this Paper.

LONDON.—Capable Junior Assistant required for Family business; comfortable berth. In first letter please state full particulars (including salary requested and when disengaged) and enclose photo, if possible, to be returned, to Geo. Daniel, 272 High Road, Wood Green, N.22.

LONDON, S.E..—Qualified lady Chemist required; N.H.I. Dispensing and Light Counter work; comfortable berth. Reply, stating experience and salary required, 74 15, Office of this Paper.

MANCHESTER.—Manager wanted, with knowledge of Optics preferred; must be energetic and good Counterman. State age, experience, salary required, together with references and photo. 73 39, Office of this Paper.

MANCHESTER.—Capable Sales Assistant required for a city business; preference given if with electrical experience. Reply, with full particulars, 74 18, Office of this Paper.

NORTH KENT.—Smart qualified Manager required (about 30 years of age) for Light Retail and Dispensing business; knowledge of Photography essential; good permanency for the right man. Give full particulars in first letter, stating age, salary required, previous experience, and when at liberty. 72 800, Office of this Paper.

YORKSHIRE, WEST RIDING.—A really smart, qualified Manager required for good business in centre of large town; applicant must have been used to a similar business, which is largely brisk Counter, with some Family trade. Give full particulars in first letter, stating age, salary required, previous experience, and when at liberty. 72 801, Office of this Paper.

QUALIFIED Manager required for business in industrial area of the West Riding of Yorkshire; applicants must be aged, as there is a good house attached; good agreement, salary and commission on turnover given. State age, experience, previous experience, and when at liberty. 72/8, Office of this Paper.

ASSISTANT required immediately; unqualified; must be good window-dresser, active, and of good appearance. Apply C. Underwood, M.P.S., 244 High Street, Lewisham, S.E.

ABLE young Assistant required. Apply, by letter, with full particulars of experience, age, height, and salary, to Parkes Chemists, Ltd., 65 Harwood Street, London, E.C.1.

EMIST required, S.W., man or woman, capable of taking charge; well up in all branches; working- and middle-class class. State age, experience, references, and salary required. 853, Office of this Paper.

ENTLEMAN required immediately to run our Optical Department; J.C.Q.O.; progressive permanency for right; flat over available if required. Apply, with full details, age and references, Duberly & White, 5 Market Hill, Luton, Bedfordshire.

NIOR Assistant (male) wanted for quick good-class Dispensing and Retail business; outdoors. Apply, with full particulars, to A. H. Price, Chemist, 2 Guildford Road, Woking, Surrey.

CUM, qualified, wanted for a fortnight from December 17; must be smart man; no Christmas Day duty. State terms replying and forward references. "Staffordshire," 138/854, Office of this Paper.

CUM, or part-time, wanted for London, S.E.; begin immediately; counter only might suit. Apply "Camberwell," 8, Office of this Paper.

MANAGER (J.C.Q.O.), Manchester, wanted, capable man to take complete charge of Pharmacy and Optical Department; must be trustworthy, and testimonials to bear strictest investigation. Write, stating salary, etc., to 74/25, Office of this Paper.

ESSRS. WILLIAM ADAMS & SON, Pharmaceutical Chemists, Shrewsbury, have a vacancy for a Junior Assistant, who has had some experience of Dispensing in a class business.

QUALIFIED Dispenser and Book-keeper (female) wanted at once by Doctor in Sussex; must be accurate and reasonably quick; salary £2 10s. per week (outdoor). Give recent references 0/22, Office of this Paper.

QUALIFIED Manager required for Light Retail and Dispensing business, with house attached, in busy town in Staffordshire; applicants must be energetic and fully experienced. Reply, stating age, salary required, and when at liberty, 72/803, Office of this Paper.

QUALIFIED Manager required for Kennington branch, middle of January. Please state in letter full particulars of experience (enclosing copies of references), age, and salary required. E. Matthews, Ltd. (next to Tube Station), Mornington Crescent, N.W.1.

AFF and Shop Manager required for chain shops, Rubber Goods, etc., London district; first-class man with proved experience and abilities required. Apply F. Jones, 56 Formosa Street, W.9.

WANTED, at once, a competent young unqualified Assistant. Please apply with full particulars to Bailey, 64 High Street, Highgate, N.6.

WANTED, for beginning of January, qualified Assistant (male), good appearance and address, for high-class Dispensing, Retail and Photographic. Apply, giving full details, to J. J. Pharmacist, Scarborough.

WANTED, Junior Assistant (male) for Counter, Dispensing and Window-dressing; near Technical College, approved J.I. Full particulars, age, salary required, and previous experience. Apply Evans, 69 Leytonstone Road, E.15.

desire particularly to draw the attention of Colonial and Foreign subscribers to the fact that in cases where they require partners, agents or assistants, or wish to sell their businesses, an Advertisement in this Supplement, placed in every copy of "The Chemist and Druggist," should be the readiest means of helping them to attain their object. The tariff for such announcements is given under the appropriate headings in the Supplement. Instructions and remittances can be sent to us direct or through the advertisers' correspondents in this country.

WHOLESALE.

6s. for 40 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A LONDON firm of Wholesale Druggists require early in the New Year a qualified Chemist (male or female) to take charge of their Poison Room and Dangerous Drugs Register. State experience, age and salary expected. P.C.B. 74/26, Office of this Paper.

ENERGETIC youth, with good knowledge of Proprietary Articles and Patents, for assembling goods for orders. State age, experience, and wages. 139/850, Office of this Paper.

FOR Despatch Department of London Sundries House, live young man with good knowledge of London area. State age, experience, and wages. 139/851, Office of this Paper.

INQUIRIES invited from Buying Agents or Representatives carrying other lines to Retail Chemists, etc.; particulars of scope can be seen in current advertisement. Write fully (in confidence) to American Hard Rubber Co. (Britain), Ltd., 13a Fore Street, London, E.C.2.

R REPRESENTATIVE required for London area for the sale of "Eclipse" Razor Blades; applicants must already have an established connection amongst buyers of Safety Razor Blades, such as Chemists, Hairdressers, etc. Write, giving full particulars and references, to James Neill & Co. (S.), Napier Street, Sheffield.

R REPRESENTATIVE wanted for London district for Essences and Colours Manufacturers; one with a knowledge of the trade preferred. Write, stating experience, age and terms expected, to 139/849, Office of this Paper.

R REPRESENTATIVES.—Required, early in January, by an old-established firm of Pharmaceutical Specialists, two experienced, first-class Representatives, having a good personal connection with the best Doctors in the Home and Midland Counties, and of proved ability as interviewers; must also have had business training and be equally keen and successful in securing orders from trade buyers; permanent and progressive position for the right man. Applications, with full particulars of age, qualifications, and previous experience, will be received (in confidence) by "Edinburgh," 139/847, Office of this Paper.

R REPRESENTATIVES, on commission basis, required for London district, South Coast, Midlands, Eastern Counties and Lancashire by manufacturers of Pharmaceutical Specialities; those with Chemists' connections will find this a good side line. Applicants should state lines now carried and terms desired (in confidence) to 72/20, Office of this Paper.

R REPRESENTATIVES, calling on Retailers of Toilet Requisites, required by company marketing the Roussellet Products; 10% commission; car an advantage, but not essential; no objection to carrying non-competitive lines. Apply, giving full details of ground covered, lines carried, and references, to 74/17, Office of this Paper.

R REQUIRED, Chemist or Dealer thoroughly experienced in the sale of Pharmaceutical Specialities for the purpose of selling certain foreign products on the British market; must be in a position to pack and deal with the Wholesale trade. Apply 139/848, Office of this Paper.

T THOMPSON & CAPPER, LTD., Manesty Buildings, College Lane, Liverpool, will shortly have a vacancy for a Traveller in the Lancashire and Yorkshire district chiefly.

VACANCIES occur in Greater London area for energetic, enthusiastic and expert Travelling Representatives to sell well-known, high-class and nationally advertised Fine Perfumes and Toilet luxuries; well-established London connection essential. State age and full details of experience, in writing, to Danbarry & Co, Goldstone Laboratories, Hove.

(COLONIAL, INDIAN AND FOREIGN.)

WEST AFRICA.—Qualified Pharmaceutic Chemist required for West Africa; age 25 to 30 years, single; commencing salary £420 per annum; free furnished quarters; first class passage out and home; generous leave on full pay. Applicants are requested to state age, experience and when at liberty to sail; progressive salary; excellent prospects for ambitious man. Apply P.C.B. 75/16, Office of this Paper.

SITUATIONS WANTED.

RETAIL. [HOME.]

2s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

The ADVERTISER may if preferred have replies addressed to this Office, and forwarded on payment of an additional charge of 1/-.

A.A.A.—ADVERTISER; qualified; 34; Manager, 6½ years; keen Salesman, up-to-date Window-dresser; experienced in practical Photographic trade; good Prescriber; married; disengaged end of January. Terms to "Chemist," 42 Pembury Road, Clapton, E.5.

A.—LOCUM, part-time, or Manager; highest references; wide experience; moderate terms. "Chemicus," 12 Upper Richmond Road, Putney, S.W.15.

A CAPABLE and reliable qualified man seeks post; middle-aged; free January 1. "Manager," 88 Old Bethnal Green Road, E.2.

A YOUNG qualified man requires permanent position in good-class Pharmacy; reliable; trustworthy; energetic; used to sole charge; free for New Year. 71/40, Office of this Paper.

A S Manager; fully experienced; qualified. "Chemist," "Oakwood," Chelmsford Road, South Woodford, E.18.

A SSISTANT, male, 21 (Part I), Public School, requires vacancy immediately; London preferred. Jones, 12 Austin Waye, Uxbridge, Middlesex.

A SSISTANT or Manager; Locum or permanent; unqualified; married; easy access of Teddington preferred; excellent Window-dresser, Dispenser, Stock-keeper and Salesman; free now. Apply "Radio," 3 St. Winifred's Road, Teddington, Middlesex.

A SSISTANT or Locum; 20 years' Dispensing and Counter experience; long reference; abstainer; unqualified. Fall, 105 Tottenham Lane, Hornsey, N.8.

C HRISTMAS Locum; winter terms; lowest possible; abstainer; capable; good references; middle-aged. Apply Carte, 156a Town Street, Rodley, Leeds.

D ECEMBER 31.—Junior Assistant; 19; good experience; Part I. Darley, 35 Chestnut Street, Southport.

D ISENGAGED.—Doctor's Dispenser, or would dispense N.H.I. prescriptions (only) for Chemist. Bradburn, 187 Trealar Road, Trealar, Glam.

D ISPENSER-BOOK-KEEPER (Hall Certificate), 2 years' experience, desires post with Doctor, Hospital or Chemist; highest references. 72/11, Office of this Paper.

E LDERLY, qualified Pharmacist seeks situation early date next year; abstainer; excellent references; permanency desired. Write 51/57, Office of this Paper.

E LDERLY, unqualified, doing labouring work, wants berth. Ball, Back Hill, Ely, Cambs.

E XPERIENCED Saleswoman, Drugs, Toilet, Perfumery, Fancy; disengaged after Christmas. Miss Driffield, c/o Mrs. Radford, 47 Birch Grove, Ealing, S.W.1.

E XPERIENCED Saleswoman, Perfumery, Toilet and Fancy, requires post in London. "Miss H. B.," c/o 9 York Road, Ilford.

E XPERIENCED, qualified Manager; first-class references; London preferred; Locum till suited; disengaged. "Saloi," 159 Church Street, Kensington, W.

E XPERIENCED Assistant; unqualified; tall; can take charge; East London or Essex preferred. Death, 506 Green Lane, Goodmayes, Essex.

J UNIOR Assistant, excellent Dispensing and Counter experience, desires post; Somerset preferred, but not essential. Minifie, 18 Moorland Road, Weston-super-Mare.

L ADY Dispenser, qualified, experienced, requires post with Doctor or Hospital, New Year. Savory, 22 Torrington Park, N.12.

L ADY Dispenser-Book-keeper (Hall), 6 years with Doctor, requires post after Christmas. Jones, "Innisfallen," Sketty, Swansea.

L ADY Assistant, unqualified, 25, requires post; Lancashire or Yorkshire preferred; all-round experience, including Book-keeping, in good-class Dispensing business; good references. 73/16, Office of this Paper.

NAMES AND ADDRESSES.

When sending advertisements for any of the sections in this Supplement, advertisers—as a guarantee of good faith, and not necessarily for publication—should always give their names and addresses. It sometimes occurs that this rule is not followed and delay and disappointment ensues. Strict attention to this detail will be appreciated.

L OCUM or Manager; now and forward; free; qualified; well recommended; Midlands. London. "Omar," 154 South Road, Erdington, Birmingham.

L OCUM; 20; open dates December 15 to New Year; good Dispenser; all-round experience. "Chemist," 20 Somerset Road, Walthamstow, E.17.

L IVERPOOL OR SUBURBS.—M.P.S., 32, male, desires permanency; capable Manager; all-class experience (City and otherwise); total abstainer; excellent references; at present disengaged. "Pharmacist," 26 Kirkdale Vale, Liverpool, N.

M ANAGER, qualified, active, and experienced, desires position; disengaged shortly. Briggs, 8 Brook Street, Dudley.

M.P.S., LADY, desires post; good all-round experience; 44 Queen's Gate Terrace, S.W.7.

M R. EVANS, Chemist, Coulsdon, wishes to recommend for situation in good-class business his young lady Assistant; good appearance and address; good Saleswoman, expert Book-keeper, and careful Dispenser; seeks early post in London or near suburb; interview can be arranged.

M R. JESSE WILLIAMS, Chemist, 17 Headfield Road, Savile Town, Dewsbury; disengaged; Manager or Locum; references, R.P.U., etc.

Q UALIFIED man, 21, smart, 5 ft. 8 in., accurate Dispenser, wishes experience in good Agricultural business; disengaged January 1. Details and references apply 63/35, Office of this Paper.

Q UALIFIED, 36, married, disengaged, desires London post; competent and reliable in all branches. "D.," 21 Whittingstall Road, Fulham.

Q UALIFIED, 35, married, desires management of branch; accustomed to brisk business; Midlands or South; experienced; reliable; abstainer. 74/8, Office of this Paper.

Q UALIFIED, 30, good all-round experience, seeks permanency as Manager, Birmingham area. Jones, 238 Wheelwright Road, Erdington, Birmingham.

Q UALIFIED; elderly; good Dispenser and Prescriber; active; healthy; much business experience; whole or part time. 74/3, Office of this Paper.

Q UALIFIED; 25; tall; good Dispensing, Photographic, Counter experience; disengaged. "J. S.," 42 School Street, Tursdale, Ferryhill, Co. Durham.

Q UALIFIED; young; disengaged shortly; accurate Dispenser; good all-round experience; energetic. Watson, 20 Dorset Gardens, Brighton.

Q UALIFIED Manager; middle-aged; active; experienced; excellent reference; Home County preferred. "E. C.," 459a Southbury Road, Ponders End, Enfield.

U NQUALIFIED; 30; excellent experience; Counter, Displays, Dispensing, Photographic; can manage; permanency desired. "Statim," "Pemberton Villa," Stanley Road, Nuneaton.

X MAS Locum or permanency; qualified; experience; good Dispenser and Salesman; highest references; used to complete charge; anywhere; at liberty. "Statim," 126 Alderney Street, Victoria, S.W.1.

Y OUTH (18) desires position as Junior or Improver; high-class Dispensing and Counter experience; shortly disengaged. V. Blades, c/o A. Thresh, Chemist, 4 Spring Gardens, Buxton.

25, UNQUALIFIED, fully experienced Salesman, business builder, Buying, Dispenser, Window-dresser, Photography, Optics, desires situation. Retail; capable Manager; could commence Optical Department; S.W. London preferred. 67/29, Office of this Paper.

WHOLESALE.

s. for 18 words or less; 6d. for every additional 10 words or less, prepaid.

A REPRESENTATIVE, with a first-class connection (Chemists), is open to represent good house; at present covering for the last 11 years Lancashire, Cheshire and the Isle of Man. Reply 69/4, Office of this Paper.

A THOROUGHLY well-known London Representative is open to consider appointment with a first-class House; 16 years' undeniable references. 74/23, Office of this Paper.

A DVERTISER, thoroughly conversant with Retail requirements (London and provincial experience), desires position with well-known Wholesale House as Departmental Manager, organiser or Representative. 74/13, Office of this Paper.

A N experienced, well-known Representative desires change with advertised Specialities; genuine representation, Propaganda or Sales Management; conscientious. 74/20, Office of this Paper.

A N opportunity for further progress is desired by keen, energetic and adaptable young Chemist; 10 years' experience, embodying General Analysis and Research, and Manufacture of Dyestuffs, Synthetic Drugs; the Evolution and Production of Medicinal and Toilet Proprietarys; good knowledge of the business side and accustomed to sole control; would prove an asset to a recently established firm; London district preferred. 74/21, Office of this Paper.

IRISH FREE STATE.—An experienced Traveller is desirous of obtaining, on commission or part salary and commission, the representation of a manufacturer of repute of Toothbrushes and Hairbrushes; highest references. "B. W.," 71/25, Office of this Paper.

ONE or two additional good selling lines wanted, on commission and part expenses, London and district, calling Chemists and Hairdressers. 71/39, Office of this Paper.

REPRESENTATIVE, with ten years' connection with London and suburban Chemists; good references. 139/844, Office of this Paper.

REPRESENTATIVE, 38, seeks New Year change; firm with live lines; preferably Packed Goods or Drugs; London and Home County; good record. "Progress," 73/34, Office of this Paper.

SURGICAL Manufacturers' Manager, maker of all kinds of Surgical Cotton Specialities, Absorbent Cottons and Wadding, desires change; to firm of good standing who can offer sound position advertiser is prepared to introduce new method of producing absorbent cotton (own process) 20% cheaper than any known process; no agents. 49/27, Office of this Paper.

TABLET Maker; all round; 15 years' experience; can take charge. "A. B.," 39 Ivanhoe Road, Camherwell, S.E.5.

FOR SALE.

COMPLETE Set of Pharmacy Fixtures for Sale; whole or part; must clear. Write for particulars, "The" Chemist, 10 Spottiswoode Road, Edinburgh.

COMPLETE Set of Chemist's Fixtures, Showcases, and Shop Rounds. Full particulars and photographs from Hart, Chemist, Ross.

FOR Sale, Trade Mark, Formula and all Rights of Manufacture of well-known brand of Bath Salts. Apply P.C.B. 74/33, Office of this Paper.

Price lists, trade circulars, samples, and printed matter can in no case be forwarded, the Box numbers being intended exclusively for specific answers to particular advertisements. The Publisher reserves the right to open and refuse to forward any communications received which he may consider contrary to this rule.

ALL MANAGERS AND QUALIFIED ASSISTANTS

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MISCELLANEOUS.

CHEMIST FITTINGS.—Complete Fittings in stock. Ranges of Drug Drawers with glass labels, shelving and lockers, glass-fronted Counters, Dispensing Screens, Wall Cases, etc.; all made in sections which any local man can fix. Also Second-hand Fittings, Shop Rounds (ribbon and recess labels); Cash Tills from 15s. 6d. Kwik-Sale Case, special Chemist design. D. MATTHEWS & SON, Chemist Fitters, 14 and 16 Manchester Street, Liverpool.

CHEMISTS' Shopfittings and Showcases of every description. Before you decide send your requirements to GEORGE COOK, the well-known Chemists' Fitter, 40 years' experience, 27 Macclesfield Street, City Road, E.C.1.

FOR Sale, single Porcelain Roller Mill; rolls 1½ in. diameter, 15½ in. long. Write 139/843, Office of this Paper.

FOR Sale, Single Pot, also Double Pot Ball Grinding Mill, also Tube Filling Machine. Write 139/838, Office of this Paper.

FOR quick sale, Cylindrical and also "U"-shaped Drying Machines with Agitators. Write 139/839, Office of this Paper.

FOR immediate disposal, Alsing type Ball Mill, Silex lined, also C.I. Ball Mill. Write 139/840, Office of this Paper.

FOR Sale, 30 in. Vertical Stone Mill, also Grinder with screens (Perplex type). Write 139/841, Office of this Paper.

FOR Sale, No. 0 and 1½ size Disintegrator. Write 139/842, Office of this Paper.

FOR Sale, Sieves with reciprocating action, also Elevators and Conveyor Worming, also Reel and Centrifugal Dressing Machine. Write 139/837, Office of this Paper.

FOR Sale, Werner Jacketed Mixers and Steam Jacketed Copper Boiling Pans. Write 139/836, Office of this Paper.

HANDSOME Modern Teak Shopfront for Sale; now at Boots Cash Chemists, Salisbury; suit any trade; 25 ft. frontage; easily removable; photo and full particulars on application; what offers? Sydney Clarke, Ltd., Contractors, Winchester Street, Salisbury.

SECOND-HAND CHEMISTS' FITTINGS.—We have an exceptionally fine selection of these in all sizes; prices are right, and goods are in first-class condition; we shall be pleased to supply particulars and prices. Call or write, RUDDUCK & CO., 219 Old Street, London, E.C.1.

£90.—10 ft. Drug Fitting, comprising cupboards, drawers, lockers, cornice and shelving; 8 ft. Serving Counter with glass cases in front; 6 ft. Dispensing Screen and Counter; 6 ft. Wall Case, Perfume Case and Desk; Counter Drawers; mahogany; packed and free on rail London. PHILIP JOSEPHS & SONS, LTD., 90 and 92 St. John Street, Clerkenwell, London, E.C.1. "Pharmacy Fitters for Over-a Century."

£95 FOR A COMPLETE SET of Pharmacy Fittings, ready for immediate use, 10 ft. mahogany Drug Fitting with showcase, drawers, cupboards, shelving, etc.; 6 ft. Wall Case in two heights; 6 ft. Dispensing Screen with showcases and hvelled mirror in centre; 10 ft. mahogany Serving Counter with cases in front; two nests of Counter Drawers; plate-glass Counter Case, Perfume Showcase and Desk, Check Till. PERCY R. E. JOSEPHS, 68 Old Street, 1/5 Tilney Court, London, E.C.1. 'Phone: Clerkenwell 0929.

£98.—SET OF MAHOGANY FITTINGS.—10 ft. Drug Run, 30 drawers (glass knobs and labels), shelves, cupboards and lockers; 10 ft. glass-fronted Counter, drawers at back; 8 ft. Wall Case, 6 ft. Dispensing Screen, Perfumery Showcase and Desk, 3 ft. Counter Case, and Cash Till. Illustrations on request. E. BERG, LTD., 336 Old Street, E.C.1.

EXCHANGE COLUMN.

WANTED.

CHEMISTS' FITTINGS wanted for shop opening; good second-hand; prices must be moderate. 72/18, Office of this Paper, GOWER, Chemists' Bookseller, 41 Voltaire Road, Clapham, wants Pharmaceutical Books, including Pharmaceutical Formulas, B.P.C., P.J.F., Optical Books.

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